# THE NATIONAL PROVISIONER

Volume 96

Meat Packing and Allied Industries

Number 5

**JANUARY 30, 1937** 



# AN Easter WRAP STOPS Easter SHOPPERS

IN A BRAND new Easter dress, a holiday special gets extra attention . . .

From the dealer who displays it out in front just because it looks so attractive . . .

From the shopper who sees it displayed and says, "Here's something good for Easter!"

Gaily printed Cellophane transparent wrapping makes a tempting Easter dress. Its sparkle attracts attention. Its 100% visibility quickly identifies the brand name.

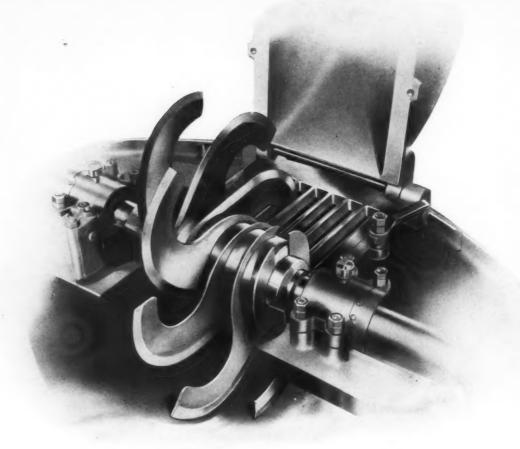
#### WRITE NOW FOR IDEAS

Write now for a variety of suggestions for special Easter wraps. No obligation. Just address: E. I. du Pont de Nemours & Co., Inc., "Cellophane" Division, Empire State Building, New York City.



"Cellophane" is the registered trade-mark of E. I. du Pont de Nemours & Co., Inc.





## Finer Cut... Greater Yield... Bigger Profits

THE set of curved knives, revolve at a high I rate of speed, passing within a fraction of an inch of the slowly revolving bowl and on through the finely slotted comb. They impart a clean, sheer, draw cut. There is no mashing or heating.

The meat is cut fine, thoroughly mixed, and all the tiny meat cells are opened to allow the maximum absorption and retention of moisture, assuring the highest possible yield in the finished product.

The construction and design of the modern "BUFFALO" Silent Cutter make it possible to secure and maintain an accurate adjustment between knives and bowl. The efficient operating life of the machine is increased, plant production speeded up, and quality improved.

"BUFFALO" Silent Cutters are furnished in eight models-self-emptying and standard.

Write today for your copy of the new "BUFFALO" catalog.

Est. 1868

JOHN E. SMITH'S SONS CO.

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50 BROADWAY

MAKING

BUFFALO, N. Y.

EQUIPMENT

SAUSAGE

# A Must for PACKERS

"The packer must furnish the retailer a foundation on which to merchandise his products. He must make consumers conscious of his brands, and of the kind and quality of product sold under those brands." (The National Provisioner)

Now—for the *first time* in independent packing history, the independent packer can furnish the merchandising assistance upon which his profits depend in a way that actually helps the dealer to sell the packer's products. And, (this is important) the packer can do this at a cost well within even the most modest sales budget!

Write, today, for information. There is no obligation.



### WOLFF PRINTING COMPANY

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Saint Louis, Mo.

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# THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

Volume 96

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Number 5



#### Member



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#### Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallows and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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# AN IMPORTANT ANNOUNCEMENT TO THE LARD AND VEGETABLE SHORTENING INDUSTRIES!

Today for the first time we publicly announce a revolutionary new machine which has already set new standards of quality for lards and for several nationally-known vegetable shortenings!

# THE VOTATOR

Infinitely more compact, convenient and controllable than the roll system, the Votator produces uniformly aerated lard and vegetable shortening of vastly better texture and color. In one closed system it chills, agitates, aerates—continuously and automatically. It saves refrigeration, power, space and labor. . . . Write today for all the facts about this important new development. Address:

#### **VOGT PROCESSES**

A Division of
THE GIRDLER CORPORATION
Incorporated
LOUISVILLE, KY.

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# A Superior sugar for use in the CURING of MEAT

# Cerelose (Dextrose Sugar)

speeds up the development of the color in meat. The presence of Cerelose, by preventing oxidation, keeps the color stable and more presentable.

You will find Cerelose especially beneficial in all wet pickle cures and in all types of sausage.

for further information write:

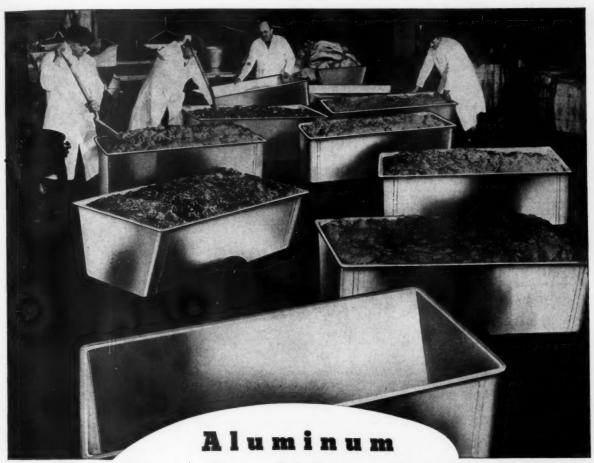
CORN PRODUCTS SALES COMPANY

17 BATTERY PLACE

NEW YORK CITY

# CERELOSE

(PURE REFINED DEXTROSE SUGAR)



# Trucks like these WILL DO THE SAME SANITARY JOB IN YOUR PLANT

Sturdy, seamless "Wear-Ever" Aluminum Food Trucks are first choice of modern packing plants. Welded construction, with redesigned top edge, these new trucks embody the very latest in sanitary, durable equipment. Moreover, rustless Aluminum can't spot, contaminate or discolor foods. Nature made it that way.

Lightest of all commercial service metals, nevertheless Aluminum is as strong as some of the "heavyweights" of the metal family. Science has seen to that in perfecting tough, durable Alcoa alloys for hardest use. "Wear-Ever" Aluminum Trucks cost less to begin with than anything comparable. They last longer, too; do not crack or splinter; never need tinning or plating. As a result depreciation is nil, overhead is little and the pay-off is in sanitation,

satisfaction and long-time service. For "Wear-Ever" Trucks especially adapted to your business write THE ALUMINUM COOKING UTENSIL CO., Desk 18-A, 11th St., New Kensington, Pa. (Offices in All Principal Cities)



# "Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM

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#### FACTS

about this improved product

Higher yield. Can be sliced down to the very end. Economical!

Absolute uniformity in size, shape and color. Sets a new standard.

New processing methods bring a rich color of the same shade throughout.

A much finer appearing product, and as good as it looks.





NEW

Just a glance will convince you of many advantages offered by these new MOULDED Dried Beef Insides. You first notice their improved appearance and positive uniformity. Next you realize their economy through increased slicing yield, because they can be sliced down to the last thin wafer. And if you watch them being sliced, you note a good rich color from end to end with no darkened areas. More and more dried beef slicers and purveyors are calling for this new improved product. Learn more about it.

Send today for complete details

#### Armours

ARMOUR AND COMPANY - CHICAGO, ILL.



The National Provisioner

# THE NATIONAL PROVISIONER

**JANUARY 30, 1937** 

The Magazine of the Meat Packing and Allied Industries

# Business Needs Good Will

BUSINESS as an institution has not tried as diligently to engender good will as it has tried to make profits. But we are now in an era when business needs public good will as never before.

Events have occurred which have caused the public to lose faith, in some degree at least, in its business institutions and its business leaders. That is why there is such an insistent demand for new laws,

and why people turn to men in political life for relief from economic conditions when in the nature of things the only real remedy lies with business.

While I admit dissatisfaction with some of the business legislation of the past few years, I do not feel free to criticize very loudly. We have been prone to criticize efforts of politicians to improve economic conditions, and our criticisms have not been very constructive. We have freely told them what was wrong with their plans, but we haven't said the things and done the things that must be said and done to restore confidence in our leadership.

#### **Public Should be Told**

The public is woefully ignorant of many of the problems of business, and woefully misinformed regarding its profits and manner in which it disposes of its income.

Much needs to be done to make apparent to the public the truth about business—necessity of the service it renders—its function in creating employment and providing wages—benefits which accrue to the public through distribution of the profits it earns. And finally, the public needs to be sold on

the truth that by far the great majority of business men and business leaders are honest, fair and efficient.

Business men, it appears to me, should be interested in the promotion and maintenance of good will in three different directions. They need the good will of the employes, the good will of stockholders and—last but equally important—the good

will of the public. Ill will from any of these groups can wreck any business.

#### **Good Will of Employes**

Good will of employes requires that there be no "master and man" relationship. It has long since been decided that labor is not a commodity to be sold like cotton, corn or coal. Employees of a business enterprise are all cogs in the wheel, and the machine as a whole does not function well if any of the cogs is missing or if they are defective in their work.

Creating good will among employes requires first of all that they be treated fairly;

that they be given the proper tools and the proper supervision; that the conditions surrounding their employment be as good as can be made, and that they be recompensed fairly for what they do.

The wage paid to the worker has created more problems and resulted in more ill will than almost any other single factor. We can no longer think of business as existing solely for profit. It exists in part to provide men with the means of earning livelihoods, and even ahead of profit must come fair wages. We are paying wages to our employes

(Continued on page 19.)

Think About This!

Should business think more about good will and less about profits?

Development of good will among employes, stockholders AND THE PUBLIC is of importance to business today, in the opinion of R. H. Cabell, president of Armour and Company. His views are given here (part of an address before the annual luncheon of the Industrial Traffic Council at Chicago on January 28.)

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## MERCHANDISING MEAT



· News from the meat selling front · Helps for meat manufacturers and dealers

#### DEALER Service

Packer Must Do His Part If He Wants His Brand Sold

PACKERS are analyzing every division of their business to see where improvement can be made which will result in better return on sales. This analysis starts with the buying of livestock. Then it is directed to the operating division. Finally the sales end of the business is examined.

Certain facts regarding meat sales are becoming more and more evident. It is not sufficient to deliver good meat products to the retailer, and still be certain of holding his business. Other packers can deliver him good meat products, too, and possibly at as good or a better price.

#### Packer-Dealer Tie-Up

A closer tie-up between packer and retailer is necessary. Cooperation will work to the advantage of both.

Assuming that the packer is in position to furnish as good product as any competitor, and at as good price, then the packer must help the retailer to

merchandise his products—not his competitor's.

This calls for merchandising aids and suggestions the retailer can use with little cost and effort in reaching the trade he sells. In the past the furnishing of such material has been an expensive proposition. It has called for expensive color work and printing, for a staff to think out and develop public relations material, and for more or less expensive advertising. Traffic of only a relatively few organizations was geared to carry such a load, so the idea had to be abandoned.

#### Follow Through to Consumer

Forward-looking packer organizations have seen this need in the meat industry for the manufacturer to follow his product all the way through to the consumer. They have realized that the retailer, although an independent operator, must be regarded by the packer as one more step in his system of distribution.

Plans have now been developed by which the individual packer can obtain at small cost display material which will give the needed publicity to his branded products in the dealer's store, on which the dealer can build steady sales to the consumer. A weekly merchandising service is also a part of the plan which the packer can offer his dealers.

Properly followed through, this sales plan should not only enable the packer to hold his trade with retailers, but to hold it on a price level that will give him satisfactory return and at the same time permit the dealer to do a good job for himself.

#### **Multi-Color Display Material**

Analysis of only one phase of the program—supplying effective store display material at low cost—will show the advantages and economies possible under it.

In the past, a great many packers have been unable to supply their dealers with effective, individual and multicolor display material because the cost of such aids, even in small quantities, ran into thousands of dollars. The cost might amount to as much as \$25 to \$50 per store supplied.

Under this new program, however, the packer is supplied weekly with win-

#### SPOTLIGHTS AN OLD FAVORITE

Retailers can use such sales aids as these easel display cards in colors as supplied by packers under a new merchandising program. (Photo Wolff Printing Co.)

dow displays, hangers, streamers and posters, most of them lithographed in nine colors, at only a fraction of the cost of the material if it were independently developed and printed.

#### Packer's Brand Emphasized

The packer's brand and name are emphasized in all of this material, so that it has real individuality. Moreover, it has been designed by specialists in meat advertising and can compete on an equal basis with the displays developed by other packers and food manufacturers. Only one packer is allowed to use this material within a specified area.

One hundred and thirty-four separate pieces of material — hangers, streamers, easel cards, posters, counter displays, booklets, menus, calendars, price cards and special displays—will be used in a year's program which will begin with promotion of Easter sales,

Each week the dealer is able to change the appearance of his entire store, so that orderly and consecutive emphasis is given to every division of his meat line. Everything has been simplified to save the time of the dealer in using the display material.

#### Merchandising Aids

In addition, packers will be supplied with weekly merchandising letters for distribution to dealers. These will deal with specific merchandising problems in the retail meat store, suggest ways of increasing sales of different products, describe displays, and supply dealers with much useful information. They will help the retailer organize his own selling efforts and operate a coordinated sales plan economically. The packer may use one section of the sales letter for his own price list.

Advantages of carrying the packer's merchandising and advertising into the retail store, as will be done under this program, are as follows:

1.—The consumer learns that she can buy the advertised, branded products she desires in the store.

2.—The dealer will cooperate in selling, displaying and suggesting the packer's products more readily when he is supplied with merchandising aids. The dealer, quite naturally, will sell the products which are easiest to sell and on which he can develop the most profitable volume.

3.—Products backed by display material can compete more easily in the retail store with meats which do have such sales aid. Moreover, such display material will recall the packer's advertising with which the consumer has come in contact elsewhere.



**EASTER BRAND** 

BACON

# Sausage Volume

What Good Merchandising Did for a Coast Packer

SAUSAGE production last year was 10 per cent greater than the year before, and 16 per cent above the five-year average. Aggressive merchan-

dising of good product was chiefly responsible for this increase, which meant more profits as well as greater volume.

How such results were obtained is illustrated in the case of the Sterling Meat Co., Los Angeles, Calif. It is one example of many which might be cited. Sausage with appetite appeal, backed by a

well-planned advertising campaign, increased Sterling's sausage volume to the point where production capacity had to be enlarged.

B. W. CAMPTON



Leader in the drive was an all-pork cocktail sausage, around which publicity was centered. In addition to tested meat formulas, the entire list of products was flavor-toned with Angostura. Newspapers, billboards, store demonstrations and point-of-sale displays were used in promoting the whole line.

"We arrived at a point," says president B. W. Campton, "where we had to increase our facilities for taking care of our sausage volume. Considering the fact that the campaign has been under way only a few months, the accomplishment is a striking testimonial to the effectiveness of a sausage advertising

#### ATTRACTIVELY PACKAGED

Appe-TEAZ-er cocktail links, averaging 50 to the pound, are marketed in an attractive and eye-catching Persian orange carton with a transparent cellulose window.

campaign carefully planned and vigorously carried out."

#### **Cocktail Links Featured**

Cocktail links, 50 to the pound, packed in an attractive Persian orange carton with a transparent cellulose window, are the key item in the list of products being featured. The line includes—in addition to the cocktail links—bologna, minced ham, frankfurters, head cheese, luncheon meats, salami, weiners, liver sausage, etc.

"The cocktail links were not an accident," says Mr. Campton. "They were created as a novelty item—with sales appeal as the peg on which to hang the campaign for the entire sausage line—after surveys among consumers, hotels, clubs and restaurants had revealed a preference for these pork sausage tidbits, as against the usual size links cut into two or three pieces.

"Formula was standardized after experiments over a considerable period, during which housewives and chefs cooperated on flavor and size. The result is not only an unusual product, but one which has a very distinctive flavor and fine quality.

#### Consumer Appeal

The campaign was planned to interest three classes of people particularly—

1.—Society matrons who place emphasis on the "smart" things to serve at social functions;

2.—Gourmets who appreciate the unique flavor of these delicacies;

3.—Economically-minded housewives, who are being told in the advertising that Sterling sausage products can be



BUILDING CONSUMER DEMAND FOR UNUSUAL PRODUCT

Here is an Appe-TEAZ-er newspaper advertisement, typical of those appearing weekly in newspapers in the Los Angeles area.

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Advertising and publicity efforts are being concentrated in the Los Angeles district—with particular emphasis on Pasadena, Hollywood and Glendale. These are territories believed to offer the least sales resistance, and contain a class of residents particularly receptive to the appeal of high-class food products. With the products well-established in these localities, it was reasoned, sales would spread rapidly to other sections of the sales area.

#### **Advertising Methods**

Quarter-page advertisements are being placed weekly in the local newspapers, and billboard space has been acquired at strategic locations. One of the newspaper ads, used during the holiday season and typical in make-up and copy, is shown here.

Billboard-displays contain in a circle the portrait of a beautiful woman accepting a cocktail link on a toothpick from the hand of her host. The word "Appe-TEAZ-ers" and name of the firm are featured. At the bottom is shown a tray of links with toothpicks in them ready for serving.

Point-of-sale advertising includes wall and counter cards, package inserts listing and explaining the Sterling line of sausages flavor-toned with Angostura, and store demonstrations. Latter, made by girl employees of the Sterling plant, have been found particularly valuable in arousing interest in the various products and acquainting housewives with their high quality and pleasing flavor.

#### **Consumer Contact**

The suggestion is made in all of the advertising that housewives who cannot purchase the advertised products from their favorite dealers telephone the company for the names of stores in their neighborhoods which stock them.

Many such calls are received each day. These are carefully recorded. They supply a check on effectiveness of the advertising and furnish sales ammunition for the salesmen.

List of stores offering Appe-TEAZers for sale is revised each day, so that correct information on convenient stores handling the product may be given to inquiring housewives. Salesmen frequently inform retail store owners not handling Appe-TEAZ-ers the numbers of their particular customers calling the company and asking where the products may be purchased.

Many new accounts have been opened since the advertising campaign was started, president Campton says, a number of which have developed into 100 per cent customers.

Sterling Meat Co. is also using Angostura in the manufacture of lard. "We find one of the outstanding features of this product is that it makes lard easily digestible," Mr. Campton says. "It even seems to clarify the color, and also has a tendency to improve keeping qualities." It is also experimenting with Angostura in hams.

## 80 Million Pounds of Sausage

SAUSAGE production in 1936 reached a high mark for December, when nearly 80 million pounds of sausage (fresh, smoked, dried and canned), meat loaves and jellied meat products and chile con carne were produced under federal inspection. This was divided as follows:

	Lbs.
SAUSAGE:	
Fresh	12,273,467
Smoked or cooked	44,214,284
Dried	10,028,036
Canned	3,763,191
MEAT LOAVES, etc.*	9,679,540
Total	79.958.518

•Includes meat loaves, jellied meats and chile con carne.

Production of sausage in December other than canned sausage was 7 million pounds higher than in the same month of 1935. It was the highest December total for many years.

December sausage production—not including canned sausage, meat loaves, etc.—under federal inspection for each of the past eight years was as follows:

Decemb	er	r																								Lbs.
1929								0					۰										٠			57,995,000
1930																	٠					۰				62,168,000
1931				*			*		*	×	×	*	,	×	,	,		×	×	×	×	×	*	×		49,351,000
1932			0													٠										48,443,000
1933					*	×					×													,		53,775,000
1934																										57,486,000
1935		×	×			×				,	*	,		*					×				×			59,608,000
1936									*			×						×		×		*		×		66,516,000

#### PACKERS IN THE FLOOD

Flood conditions in the Ohio valley have seriously hampered meat processing and distribution activities in the sections affected. As the flood subsides operations will be quickly resumed. Meat is a primary food necessity, and supplies must be maintained and distributive outlets taken care of. Most packers have been able to protect plants and equipment from too great damage, and rehabilitation of plants will be speedily effected.

At Cincinnati, Louisville, Evansville, Paducah and other affected points operations were completely suspended during the height of the flood. Packers and their forces devoted their efforts to flood relief work, and most of them were able to meet relief demands for meat products.

At Cincinnati packers formed a special committee with Louis Kahn, president, E. Kahn's Sons Co., as chairman, to see that meat distribution was continued, both to packers' customers and for emergency purposes, in an efficient manner and without favoritism. Similar methods were followed in other cities. Normal conditions were restored first at Wheeling and other points on the upper Ohio, and it was expected that within a week operating and distribut-

ing conditions in the entire Ohio valley territory would be greatly improved.

#### PACKER DOLLAR SALES UP

Packers' dollar sales in December were 3 per cent greater than in November and 15½ per cent above December, 1935, according to the monthly survey of the Federal Reserve Bank of Chicago. Sales tonnage remained below current federally-inspected production — the greatest for any month since October, 1934—and declined 3½ per cent from November to a level 5½ per cent below the 10-year average for the month.

Packinghouse payrolls at the close of December showed a gain of 1 per cent in employees over November, but hours worked and wage payments declined 1½ and 3½ per cent respectively. However, the industry employed 17 per cent more workers with total time and wage payments 25 and 27 per cent greater than in December, 1935. In the calendar year 1936 production expanded by 23½ per cent, tonnage sales by 12½ per cent and dollar sales by 6½ per cent.

#### DURR ELECTS OFFICERS

Annual meeting of the C. A. Durr Packing Co., Utica, N. Y., held on January 18, elected the following officers: president, Clara Durr Harrison; vice president, Margaret Durr Cono; secretary and treasurer, David J. Harrison; asst. treasurer, Arthur H. Mauthe; asst. secretary, Wm. M. Howard; general manager, Wm. E. Oliver. President and vice president are daughters of the late founder of the company. The new general manager, Mr. Oliver, has been superintendent of the plant for many years, and is well known in packinghouse circles throughout the country. The board of directors includes Mrs. Harrison, Mrs. Cono, George H. Norris and John F. Nash.

#### ARMOUR ACQUIRES READING

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Plant and business of the Reading Abattoir Co., Reading, Pa., has been acquired by Armour and Company. It will be operated as the Reading Abattoir Co., a division of Armour and Company, with W. N. Witt as general manager. Mr. Witt has been general manager for Armour at Milwaukee. Reading Abattoir has been an important packing unit in its territory, killing cattle, calves. hogs and sheep in good volume and conducting extensive sausage manufacturing operations. These activities will be continued and enlarged, and it is announced that most of the present force will be retained.

See Classified page for good men.

# "WINDFALL TAX" Rulings Do Not Favor Processors

RULINGS adverse to processors were handed down by two courts recently in connection with the "windfall" tax, while some legal observers have been finding evidence in the Supreme Court's silver profits tax decision that the "windfall" levy would be found constitutional. Both federal courts which recently refused injunctive relief to processors, ruled that the AAA processing tax was constitutional before the Supreme Court invalidated it.

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The United States fifth circuit court of appeals at New Orleans, La., last week refused to issue an injunction against collection of the "windfall" tax from five Southern rice milling companies. "If we were satisfied the tax is unconstitutional, that of itself would not warrant an injunction," the court commented. "Appellants have a plain and adequate remedy at law by suit against the collector and by administrative proceedings. All the objections to the tax raised by the bill may be presented in taking advantage of either of those remedies."

#### **Western Court Upholds Tax**

The "windfall" levy was upheld by federal judge Leon Yankwich in a suit brought by Union Packing Co., Los Angeles, Calif., to obtain an injunction preventing collection. The court ruled that the U. S. Supreme Court, while nullifying the AAA, recognized the right of Congress to pass a processing tax.

It is reported that the petition of the White Packing Co., Salisbury, N. C., for an injunction has been refused by judge Johnson A. Hayes of the circuit court of appeals, the court ruling that the firm had not shown it would be irreparably ruined if it paid the tax and sought relief in ordinary channels. The court had previously denied an injunction, but granted a temporary order restraining tax collection pending a hearing on January 5. It is not known whether or not the ruling currently reported is a result of the hearing.

#### Silver Profits Tax

The silver profits tax decision of the U.S. Supreme Court which was previously referred to, involves the silver purchase act, which levies a tax on all transfers of any interest in silver bullion amounting to 50 per cent of the profit made on the transaction. The Supreme Court upheld the retroactive feature of the tax.

"The taxing provision does not impose a tax in respect of all transfers," said the court decision, "but only in respect of such as yield a profit over cost and allowed expenses. If there be

no profit there is to be no tax. If there be a profit the tax is to be 50 per cent of it. Thus a profit is made the occasion for the tax and also the measure of it."

Some legal observers believe the court's language indicates the "windfall" tax is constitutional. Others, however, do not interpret the silver decision in this manner, but think it casts further doubt on the validity of the "windfall" tax.

#### Federal Licensing

Almost all corporations engaging directly or indirectly in interstate business would come under intensive regulation by the federal government under provisions of the O'Mahoney federal licensing bill recently reintroduced in Congress. The bill would require such corporations to obtain a license from the Federal Trade Commission. To do so they would have to agree:

To guarantee right of collective bargaining and self-organization to employees; to refrain from discouraging union membership, interfering with employee rights, dominating any labor organization; to comply with provisions of the labor relations act and to accept the findings of the National Labor Relations Board as binding;

To avoid discrimination against female employees; to employ no person under 16 years of age;

To reduce hours and increase wages of employees in accordance with gains in profits and productive efficiency;

To refrain from dishonest and fraudulent trade practices or unfair methods of competition, which have been so defined by the courts or by the commission.

Federally-licensed corporations would have to maintain their chief place of business in states where chartered. They would have only the powers incidental to business in which authorized to engage. No non-voting stock could be issued, only stockholders could be directors and there could be no interlocking directorates between firms engaged in the same business.

Whenever dividends and surplus of a licensed corporation exceeded a certain amount, the excess earnings would be divided with employees under a profit-sharing plan. Stockholders might turn their proxy votes over to officers known as corporation representatives who would be appointed by the FTC. These representatives could attend corporate meetings, vote and would have authority to examine books of the corporation.

Title III of the O'Mahoney bill sets up a bureau of corporations in the Federal Trade Commission to issue national charters to firms doing any interstate business. Conditions of a federal charter also call for intensive regulation of the corporation's business.

#### ASK MORE FEDERAL CONTROL

Legislation to strengthen powers of the Federal Trade Commission, giving the commission's rulings the same mandatory status as those of the Interstate Commerce Commission and the Bureau of Internal Revenue, was advocated by the National Food Brokers' Association, which held its convention this week at Chicago concurrently with the meeting of the National Canners Association.

The group also asked Congress not to practice economy when appropriating funds for the FTC, Department of Justice and other federal enforcement agencies. The brokers' association approved a resolution opposing any proposal to repeal or amend the Robinson-Patman act, unless it needs strengthening. State fair-trade legislation similar to the Robinson-Patman act was also advocated.

#### **EXTEND SECURITY TAX DATE**

Time for payment of federal unemployment compensation tax of 1 per cent on 1936 payrolls has been extended until April 1, 1937, according to a recent announcement of the Commissioner of Internal Revenue. Taxpayers who take advantage of this extension of time will not be required to file tentative returns and will not be charged with interest, provided the tax, or the first installment, is paid on or before April 1, 1937. If neither the tax nor an installment is paid on April 1, interest will be charged at 6 per cent per year. The tax applies to employers of eight or more persons and employers in a number of states are allowed credits of up to 90 per cent of the tax for contributions to state unemployment funds.

#### WALLACE URGES ABUNDANCE

Abundant production this year was advocated by Secretary of Agriculture Henry A. Wallace in a radio address to farmers this week. The Secretary pointed out that in the year immediately ahead "farmers should think primarily of their duty to consumers. Let's fill up the storage bins this year," he said. Farmers have a definite duty to see that consumers are adequately fed; should prices rise too much because of scarcity, there will be unrest in the cities, he pointed out. The droughts of 1934 and 1936 greatly reduced reserves of farm products and these need to be built up.





# ...and so MEAT LOSES COLOR AND FLAVOR

# Bacteria will get your product if you don't watch out FOR TEMPERATURE. Call on Taylor Control to protect quality and profits . . . .

WHO GETS the blame when meat products lose their color during processing? When off-flavors and bone sours are plain proof of the activity of bacteria and of spoilage?

In many, many cases, it is not the fault of employees but of improper control of temperature. It has been estimated that under inadequate temperature regulation the number of bacteria present in meat will double in thirty minutes. Keeping bacteria under control is one sure way of maintaining the quality, appearance and salability of meat products today.

Taylor Instruments and Taylor Systems have been guarding packing plants against too high and too low temperatures. Where are they used?

There should be accurate temperature control in the *chill room*. A Taylor System of temperature control can maintain uniform room temperature.

The cutting floor is another place where accurate, positive temperature control is sure prevention of bacteria growth.

In the curing cellar, even small variations from the correct temperature aid spoilage and kill the color your meat products should have. Taylor temperature control again offers you a sure way of maintaining the correct temperature in every part of the cellar. It is designed

to hold temperature variations within one degree of the desired point.

In sausage stuffing and linking rooms ... in smoking and curing ... and during final handling before your meat products leave the plant, rely on close, accurate Taylor controlled temperature to preserve the flavor and the fine appearance of your products. Where the control of humidity is also necessary, Taylor engineers can also provide a system that will automatically help to keep quality uniform and reduce spoilage to the lowest possible point.

Let us help you determine whether your present method of temperature control is doing the best job for you that it should. For complete information regarding Taylor Control and Taylor Engineering Service, ask a Taylor Representative or write direct to Taylor Instrument Companies, Rochester, N. Y., or Toronto, Canada. Manufacturers in Great Britain—Short & Mason, Ltd., London, England.

Taylor
Indicating Recording Controlling

TEMPERATURE, PRESSURE and
FLOW INSTRUMENTS



One of the finest precision instruments made—the Taylor Temperature Recorder for smokehouses. Accurate economical—and exceptionally durable.



This Taylor "Dubl-Duty" Fulscope Recording Controller is the heart of the Taylor System of Control that keeps wet and dry bulb temperatures under automatic control. It helps to protect quality, appearance and profits.

#### ARMOUR ANNUAL MEETING

Stockholders of Armour and Company held their annual meeting at the company's general offices, Union Stock Yards, Chicago, on January 22; those present representing 2,500,000 shares of the 4,600,000 outstanding. Frederick H. Prince, chairman of the board, said that in his opinion the company's business was well handled and its outlook encouraging. "Progress has been made in simplifying the corporate structure, the financial status has been greatly improved, and, best of all, earnings have been increased," Mr. Prince said.

President R. H. Cabell submitted his report for the year, showing a dollar volume of \$748,935,218 and a net result including income from all sources of \$10,184,492. In his year's review Mr. Cabell said:

"We are extending our facilities for doing business in every section where raw material supplies are available and where there is a local demand for the kind of product we sell. To this end we have acquired within the last two years additional packing plants, a number of cheese factories, several poultry and egg plants and a creamery. We have greatly increased our produce business, and are now the largest distributors in the world of 92 score butter and one of the largest distributors of cheese and poultry.

"During the year we have commenced operations in a new and modern chemical laboratory—something we long needed and which greatly broadens the scope of our research work. We manufacture many pharmaceutical products of great value to the medical profession, but we have hardly more than scratched the surface of the possibilities in this field.

"Improvements in distributing facilities have proceeded right along with improvements in plant facilities. In this period of which I am speaking we have opened numerous new branches and installed many new branch house sausage kitchens which are operating profitably."

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In accordance with a revision of the by-laws 15 directors were named instead of 18. Five will serve three years, five two years and five one year. Those named for three years were: F. H. Prince, R. H. Cabell, James R. Leavell, A. Watson Armour and D. R. Mc-Lennan; two years, Laurance Armour, D. A. Crawford, James A. McDonough, Chase Ulman and S. Maynor Wallace; one year, Sewell L. Avery, Elisha Walker, Weymouth Kirkland, C. J. Faulkner, jr., and Fred J. Leuckel. All were previously members of the board. P. D. Armour, Lester Armour and Allan R. Walsh resigned as directors. Mr. Prince was re-elected chairman of the board and Mr. Cabell president. A dividend of 15c a share on common, the first since 1928, was declared, as well as other usual dividends.

An executive committee was chosen, consisting of Frederick H. Prince, chairman, R. H. Cabell, James A. McDon-

ough, Elisha Walker, A. Watson Armour, James R. Leavell and Weymouth Kirkland, with Edward L. Lalumier as secretary. C. J. Faulkner, jr., was reelected general counsel for his twentieth consecutive term.

Officers of the company other than the chairman and the president elected are: Warren W. Shoemaker, George A. Eastwood, Frank A. Benson, William S. Clithero, Robert E. Pearsall, John B. Scott, F. W. Specht, H. S. Eldred, Henry W. Boyd, and John E. Sanford, vice presidents; Edward L. Lalumier, vice president and secretary; Louis E. McCauley, vice president and treasurer; John A. Lane, comptroller and asst. sec., John Schmidt, gen. auditor and asst. comptroller.

#### **FINANCIAL NOTES**

American Hide & Leather Co. has declared a quarterly dividend of 75 cents on preferred stock, payable March 31, on stock of record on March 19.

A dividend of 15 cents per share has been declared on common stock of Armour and Company of Illinois, payable March 15, to shareholders of record on February 23. Regular quarterly dividends of \$1.50 per share on \$6 prior preferred stock, \$1.75 per share on 7 per cent preferred and \$1.75 per share on preferred of Armour and Company of Delaware are payable April 1, on stock of record on March 10.

#### PACKER AND FOOD STOCKS

Price ranges of listed stock, January 28, 1937, or nearest previous date:

Week Ended   Jan. 28.   Jan. 3an.   Jan. Dan.   Jan. 28.   Jan. 28.   Jan. 28.   21.	Sales.	High.	Low.	- Cl	ose. —
Jan. 28. — Jan. 28. — 28. 21.  Amal. Leather 34,800 7% 6% 7% 7% Do. Pfd 2,700 44 43 43 43 43 Amer. H. & L. 53,900 84 7% 84 88 Do. Pfd 6,600 42½ 42¼ 42¼ 42¼ 42¼ Amer. Stores. 1,000 26 25% 25½ 26¼ Amour III 284,900 9½ 8% 9½ 9% 9% Do. Pr. Pfd. 1,500 88 89 89 89 Do. Pfd 100 100 100 100 100 100 Do. Del. Pfd. 400 110 110 110 110 109 9% Beechnut Pack 109 Beechnut Pack 109 Beechnut Pack 109 Chick Co. 011 8,000 20¾ 20% 20½ 21¼ Chidas Co 19,800 14¼ 13½ 13¾ 13¼ 13¼ Cudaby Pack 1,000 41% 41% 41¼ 41¼ First Nat. Strs. 2,600 49¼ 48% 49 48¼ Gobel Co 40,400 6½ 5% 5½ 5% 66 Gr. Ao & P. 18t Pfd 117½ Do. New 210 114 113½ 113¾ 115 Hormel, G. A 22 Hygrade Food. 6,300 5¼ 5% 5½ 22% 24 Libby McNell 1,9650 13% 12½ 12¼ 11½ Hormel & Co 100 110 110 110 Nat. Leather 4,600 2½ 2½ 2½% 24 Libby McNell 1,9650 13% 12½ 12¼ 13¾ Mickelberry Co. 21,900 4¼ 4½ 4½ 4% 4½ Morrell & Co 100 110 10% 115 115 Do. Pr. Pfd. 130 118 118 118 117 Proc. & Gamb. 17,500 62½ 61 62½ 2½ 2½ Nat. Tea 1,700 11 Proc. & Gamb. 17,500 62½ 61 62½ 64¼ Do. 5% Pfd. 240 99% 99% 99% 99½ Do. 7% Pfd. 130 111½ 111½ 111½ 111½ 110½ Stahl Meyer 22,750 20% 26% 26% 26% 26% Evift & Co 22,750 20% 26% 26% 26% 26% Evift & Co 22,750 20% 26% 26% 26% 26% Evift & Co 22,750 20% 26% 26% 26% 26%					
Amal. Leather. 34, 800	Ton 00	Yam	28	00	
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Amal Leather 24 800	784	874	734	714
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Do Pfd 2.700	44	48	43	43
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Amer H & L 53 900	814	734	814	84.00
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Do Pfd 6.000	421/	4214	4214	4.4
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Amer. Stores 1.000	26	25 %	25 %	2614
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Armour Ill 284,900	934	856	914	956
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Do. Pr. Pfd., 1,500	89	89	89	8914
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Do. Pfd 100	100	100	100	100
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Do. Del. Pfd. 400	110	110	110	109%
Bohack, H. C. 250 11 10 10 11 10 10 10 10 10 10 10 11 10 10	Beechnut Pack				109
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Bohack, H. C., 250	11	101/4	11	10
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Do. Pfd 310	54 %	53 %	5476	5214
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Chick. Co. Oil., 8,000	20%	20%	20%	2114
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Childs Co 19,800	1434	131/9	13%	131/8
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Cudahy Pack., 1,000	41%	41%	41%	411%
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	First Nat. Strs. 2,600	491/8	48 1/8	49	481/2
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Gen. Foods13,400	43	42%	42%	43
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Gobel Co40,400	61/8	5%	5 1/8	6
1st Pfd.   113   113   113   113   115     Hormel, G. A.   300   5   4   5   6   5   6     Hygrade Food. 6,300   5   4   5   6   5   6     Kroger G. & B. 10,700   23   22   22   24     Libby McNeill. 19,650   13   12   12   4   12   4     Mickelberry Co. 21,900   4   6   4   4   5   4     M. & H. Pfd.   400   7   6   7   4   7   8     Morrell & Co.   100   15   45   45   45     Mat. Leather   4,600   2   2   5   2   2     Nat. Tea.   1,700   11   10   10   10     Nat. Leather   1,700   62   6   62   2   6     Do. Fr. Pfd.   130   118   118   118   118     Safeway Stra   5,000   42   41   4   4   4     Do. 5% Pfd.   240   99   99   99   99     Do. 7% Pfd.   130   111   11   11   11   11     Stahl Meyer   3   112   112   112   112   112     Stahl Meyer   20   20   26   20   20   20     Swift & Co.   22,750   20   4   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   40     Sight   10   10   10   10   10   10   10     Stahl Meyer   20   20   20   20   20   20   20     Stahl Meyer   20   20   20   20   20   20   20   2	Gr. A & P				
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	1st Pfd				1171/2
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Do. New 210	114	1131/3	113%	115
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Hormel, G. A				22
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Hygrade Food. 6,300	51/4	51/8	51/8	51/3
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Kroger G. & B.10,700	23	22%	22%	24
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Libby McNeill. 19,650	13%	12%	12%	131/2
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Mickelberry Co.21,900	476	41/2	476	41/8
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	M. & H. Pfd 400	73/9	73/9	71/2	81/4
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Morrell & Co 100	45	45	45	44 1/2
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Nat. Leather. 4,600	21/8	21/8	21/8	21/8
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Nat. Tea 1,700	11	10%	10%	111/4
Rath Pack     33       Safeway Stra.     5,000     42½     41½     42     42       Do.     5% Pfd.     240     99%     99%     99%     99%     90%     20%	Proc. & Gamb 17,500	621/9	61	62 1/2	64 1/4
Safeway Stra. 5,000 42¼ 41¾ 42 32 Do. 5% Pfd. 240 99% 99% 99% 99% 99% Do. 6% Pfd. 30 111½ 111½ 111½ 110% Do. 7% Pfd. 120 112½ 112½ 112½ 112 Stahl Meyer	Do. Pr. Pfd 130	118	118		117
Do. 5% Pfd. 240 99% 99% 99% 99% 99% 99% 99% 99% 99% 99	Rath Fack				00
Do. 5% Pfd. 240 99% 99% 99% 19% 19% 19% 19% 10% 111% 111	Safeway Strs. 5,000	421/8	41%	42	42
Do. 6% Pfd. 30 111½ 111½ 111½ 112½ 112½  Stahl Meyer	Do. 5% Pid 240	99%	99%	89 %	00 72
Do. 176 Ptd. 120 112 112 112 112 112 112 112 112 112	Do. 6% Prd 30	1111/2	1111/9	1111/9	110%
Stania Meyer	Do. 1% Pid 120	112/3	112/2	112/2	
SWIII & CO	Stani Meyer	0000	0091	001/	9.74
Do. 1011. 0,000 32 32 32 32 31% Trunz Pork	Swift & Co22,750	20%	20%	20 1/2	20%
Trung Fork	Do. Intl 0,000	32	32	32	31%
Do. A	Truiz Pork		73/	73/	95/9
Do. Pr. Pfd 1,200 103 102% 103 102 Wesson 0il 5,400 49 48½ 48½ 49 Do. Pfd 1,200 84 84 84 83½ Wilson & Co 71,500 9% 9% 9% 9% 9%	U. S. Leather 8,200	161/	15.94	15.90	165/
Wesson Oil 5,400 49 48½ 48½ 49 Do. Pfd 1,200 84 84 84 83½ Wilson & Co71,500 93% 93% 93% 94%	Do. Dr. Ded. 1 200	109	100%	109	100%
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Wilson & Co71.500 9% 9% 9% 9%	Do Ded 1 200	9.4	94	94	891/
	Wilson & Co. 71 800	974	954	95/	987
Do Pfd 1.400 83 83 89 8914	Do Pfd 1 400	83	83	83	8214

#### PACKERS ARE MODERNIZING

Greenhouse Bros. & Finkelstein, Syracuse, N. Y. have engaged the Stadler Engineering Co., New York, to enlarge beef coolers in their branch house.

R. Verschoor, packer and sausage manufacturer, Hospers, Ia., has just completed a killing floor, sausage kitchen and cold storage locker department.

Wilmington Abattoir Co., Inc., recently organized at Wilmington, Del., has taken over property with 40,000 sq. ft. of floor space and will remodel for a meat packing plant.

Lewis Bros., formerly of Harrisburg, Ore., are erecting a new slaughter house near Corvallis, Ore. Project includes stock pens, roadway and building equipped with refrigeration.

Hill Packing Co. is building a fireproof, 1-story addition to its plant at Topeka, Kans., to be used in preparation of by-products. Cost of addition will be about \$6,500 and brick and steel are being employed as the main construction materials.

Work has been started on Swift & Company's new branch at Wilkes-Barre, Pa. The building will be 2 stories in height with a frontage of 110 ft. and a depth of 85 ft. Cost will be \$88,651 not including expense of heating and electrical work.

Linden Packing Co. has closed negotiations with Baltimore & Ohio Railroad for purchase of 1.45 acres at Linden, N. J., as a site for a new meat packing plant. The first unit will cost \$30,000 and will be 3 stories high. Construction of the building is planned to start early this spring.

Space for manufacture of prepared meats at the Kalamazoo, Mich., plant of Peter Eckrich & Sons, Inc., will be about doubled when current construction and remodeling is completed. Work on a new plant unit, garage and offices, to cost about \$76,500, was begun recently. The firm will spend approximately \$75,000 for new equipment. Brick, tile and glass-brick are being used in construction. Office quarters will include a large reception room for visitors, hundreds of whom inspect the plant annually.

#### **CHAIN SALES GAIN IN 1936**

Daily average dollar sales of grocery chain stores during 1936 were 4 per cent greater than in 1935, 8 per cent greater than in 1934, but 22½ per cent under 1929, according to estimates of the U. S. Department of Commerce. Daily average sales for December showed practically no change in dollar volume from December, 1935, and were only 1 per cent over November, 1936. Volume in December, 1936, was 24 per cent below the like month in 1929. Stores represented in the estimates are units of eight large chain organizations, are located in all sections of the country and have been continuously in operation since 1929.



ILLIONS of impulse purchases are made daily because good products are brought within the reach of store patrons who shop with their eyes. Sutherland pioneered in the development of counter display cartons. Meat products when thus focused to the attention of the housewife help her solve that perplexing problem, "What shall we have for dinner?" and help the meat packer solve the problem, "How can we step up sales?"

TWO BOARD MILLS WITH A DAILY CAPACITY OF 350 TONS

# SUTHERLAND PAPER COMPANY KALAMAZOO, MICH.

# PRACTICAL POINTS & for the Trade

#### Pepperoni Sausage

A manufacturer of specialty sausage products writes to ask how pepperoni is made. He says:

Editor THE NATIONAL PROVISIONER:

Can you tell us how to make pepperoni? We do not have an air-conditioned dry room, but are able to make some dry sausage during the winter months.

FORMULA.—Make a careful choice of meats for use in pepperoni. A high grade product may be used with the following ingredients:

- 50 lbs. pork trimmings, reasonably lean
- 30 lbs. beef trimmings, trimmed
- 20 lbs. selected regular pork trimmings

GRINDING.—Meats for pepperoni should be coarse cut. Grind lean and regular pork trimmings through ¼-in. plate and beef trimmings through ¼-in. plate. Then put the ground beef on the rocker and rock for about 5 minutes.

SEASONING.—Add pork trimmings and the following seasoning ingredients:

- 3 lbs. 6 oz. salt
- 2 oz. granulated cane sugar
- 2 oz. dextrose (corn sugar)
- 2 oz. nitrate of soda
- 8 oz. cayenne pepper
- 8 oz. pimiento
- 4 oz. whole aniseed
- 1/2 oz. peeled garlic

A great many packers have found that good results are obtained through the use of ready-prepared or specially-prepared seasonings, as manufactured by reputable firms. Their use in sausage assures convenience in manufacture and uniformity in the flavor of the product.

Pork trimmings, beef and seasonings are rocked together for an additional 10 min. This makes a total rocking time of 15 min.

COOLING.—Place the chopped meat on shelving pans in the cooler at a temperature of 38 to 40 degs. F. The meat should be in layers not over 10 in. thick and should be kneaded well in order to exclude air as far as possible. Carry the meat on pans in the cooler for 48 hours minimum and 72 hours maximum time.

MIXING.—At close of holding period meat should be mixed for about 3 minutes in the mixer and then taken to the stuffer.

STUFFING.—Use selected narrow hog casings or corresponding artificial casings for this product. Stuff full length of the strand of casing with meat. Then break the casing off, making allowance for enough casing to loop over each end where the casing is broken.

Then twist in the center, which gives a 10-in. length on both links. It is necessary to remove a little meat from the broken end of each casing, so that there will be about ½-in. of casing to fold up against side of the sausage link.

Puncture casing thoroughly on stuffing bench to prevent air pockets in product. Then remove to cooler and allow to hang for 24 hours before taking to dry room.

#### **Dry Room Methods**

Air conditioning has solved the problem of controlled, year-round drying in many sausage plants. Such equipment should be installed wherever it is desired to manufacture a considerable quantity of constant quality product, independent of weather conditions. However, each air conditioning installation has its individual operating characteristics and it is impossible to prescribe general rules to fit all plants. Pepperoni may be prepared in the old type room, however, if care is used.

HANGING.—The pepperoni is placed on the hanging sections in the dry room and spread carefully so that the sausages do not touch, and so that there will be free circulation of air. Select outside sections, hanging in one section and skipping the next. In this way there will be plenty of ventilation all around the product.

TEMPERATURES.—Dry room temperatures should come within a range of 46 to 53 degs., the best temperature being 48 degs. The dry room should be equipped with steam coils on the floor and side walls. There should also be windows, fans if possible, and overhead ventilation to provide for the venting of old air. If possible, a relative humidity of 55 to 65 per cent should be maintained.

Operate the floor and side coils occasionally. The heat, combined with proper air circulation, will dry the pepperoni slowly and from center outward. Do not dry this product rapidly as this will result in case hardening. It is then impossible for the air to penetrate through the shell and dry the center of the sausage.

Where the hanging sections are of considerable height it will be found that sausage on the upper part of the sections dries more rapidly than that hanging on the lower rails. It is good practice to transfer the product to another hanging section, placing the sausage which was formerly on the bottom, at the top, and vice versa. In this way all product will dry evenly.

MOULD.—If weather and dry room conditions are such that mould appears on the sausage during the drying process, the mould must be washed off, either by hand with water and a brush, or through a summer sausage washing machine. Then re-hang on sections and carry there till dry. This condition rarely arises when air conditioning is used.

The dry room must be kept under careful supervision of a trained operator. The temperature of the room must be regulated and the windows, doors and ventilators opened and closed according to temperature and humidity conditions. If the dry room is carried at higher temperatures than specified, there is danger of the pork fat rendering out from the heat and turning rancid. All the conditions necessary for producing a good sausage are interdependent and must be controlled intelligently.

If it is impossible to market the pepperoni when fully dried, it is best to transfer it to dry, cooler temperatures of 40 to 42 degs. F.

If pepperoni is stuffed in casings not more than 1% in. in diameter, it need not be held in the dry room more than 15 days, provided that 20 days have elapsed from the time curing ingredients were added to the meat.

#### Figuring Smoked Meat Costs

What does it cost to smoke meats?

How do you arrive at such a cost?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product — wrapped, packed and ready to ship?

Do you figure in everything, including shrinkage, labor, operating costs, overhead, supplies, etc.?

In arriving at smoked cost from cured do you divide price by yield, or multiply by shrink?

There is a right and wrong way, and the latter will cost you money.

THE NATIONAL PROVISIONER has made a reprint of its information on "Figuring Smoked Meat Costs." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 10c stamp.

TONS

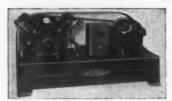
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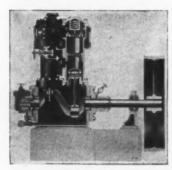
Week Ending January 30, 1937

Page 17

## 1937 MEAT PLANT REFRIGERATION and AIR CONDITIONING



• Small units for small plants; 1/4 to 20 tons capacity; methyl chloride or freon

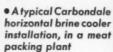


 Vertical duplex single-acting compressors, 2 to 60 tons capacity; ammonia or freon; belt drive or direct connection; tapered roller bearings

FEATHER VALVES



The only refrigeration compressors equipped with the well-known Feather Valve, assuring maximum efficiency as well as quiet opera-





 Horizontal ammonia compressors; 50 to 500 tons capacity; electric, diesel or steam engine drive

CONDENSERS COOLERS COLD AIR UNITS DIRECT EXPANSION COILS

#### CARBONDALE

DIVISION

WORTHINGTON PUMP AND MACHINERY CORPORATION General Offices: HARRISON, NEW JERSEY

# VIBRATION

REDUCES INDUSTRIAL EFFICIENCY

Engineers, contractors and builders eliminate vibration and discordant noises; increase life and output of equipment by specifying

#### CORINCO CORK MACHINERY ISOLATION

You can obtain full information about this by writing us.

CORK INSULATION COMPANY INC T 44TH STREET NEW YORK CITY, N.Y.
BRANCHES AND DISTRIBUTIONS IN PRINCIPAL CITIES - PACTORY: WILMINGTON, CIEL.
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-an attractive binder containing reprinted articles on this subject which have been published in THE NATIONAL PRO-VISIONER—should be in the hands of every packer. In easyto-understand, non-technical language, these articles tell what air conditioning is, the reasons why it is superior to simple refrigeration, and where it should be installed. Many examples of installations now in use concretely show how the packer benefits. Best of all, reprints of current articles are furnished owners of the binder. This is more than a textbook; it is a continuous service, a reference file of the latest information. The price is only \$1.25 postpaid.

THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Mineis

# REFRIGERATION & and Air Conditioning

# Compressor Overhaul

Keeping Key Refrigeration Equipment in Condition

AMMONIA compressors are the key pieces of equipment in the packinghouse refrigerating system. Usually they are selected with a combined capacity to handle peak summer loads.

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If a compressor "goes wrong" on a hot summer day, there is grave danger of product spoilage and loss before and careful overhaul each year during the winter season when the refrigeration load is lightest. As results from this annual overhaul will depend on knowledge of the machine's construction and quality of repair work, it is essential that a competent and thoroughly experienced man be in charge of the work.

Overhaul should be done systematically with a check list as a guide, so that inspection of each compressor part is not neglected or overlooked. Many packers require a detailed report of compressor overhaul work signed by the engineer or master mechanic.

When the heads of the compressor are off, valves are removed and examined for pitting, cut seats, worn-out valve stems and spring tension. Valve cages must fit properly.

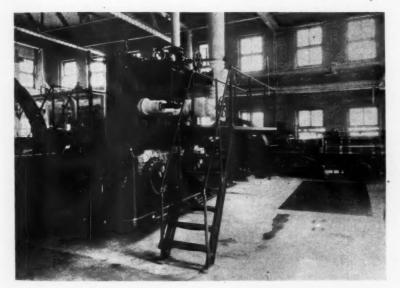
Cylinder should be carefully examined

stuffing box. If main bearings run warm, caps should be taken off and bearings examined to see whether or not the babbitt is glazed and the oil grooves are free.

Clearance between piston and cylinder heads is important. This should be only as much as is required to prevent the piston striking the heads. Small clearance prevents expansion of the gas, and contributes more to capacity output than any other factor except machine speed.

If compressors are steam-driven the steam end should also be carefully inspected, because failure of the power source would be just as serious as failure of the compressor itself. If driven by a motor this should be put in first-class operating condition.

It never pays to experiment with the ammonia compressor. If changes are contemplated, they should be agreed to by a thoroughly competent engineer before being made.



#### KEY EQUIPMENT IN PLANT REFRIGERATION

Ammonia compressors are essential equipment in the meat plant and their overhaul is an annual event in packinghouses whose executives do not believe in taking chances. The machine shown here is driven by a steam engine. It has three cylinders, is rated 400 tons and is installed in the Ottumwa, Ia., plant of John Morrell & Co.

needed repairs can be made. Nothing contributes more to the peace of mind of the meat plant operator during hot weather, therefore, than knowledge that his ammonia compressors and the rest of his refrigeration system are in condition to meet any demand that may be made on them.

#### Inspection and Overhaul

The best insurance against compressor trouble is painstaking inspection for scores, and to determine whether or not it is out of round. If the latter fault is found, reboring may be necessary.

#### **Checking All Points**

Piston rings should fit tightly against cylinder walls. If there is clearance the ammonia gas will by-pass and merely be churned in the cylinder instead of being compressed.

Scored piston rods and rods with flat spots result in losses of gas through

#### REFRIGERATION NOTES

A new 25,000 gal. spray pond is being constructed at the plant of Chitwood Packing Co., McCook, Neb.

George H. Dieter recently announced at Columbia, So. Car., that construction of a modern freezing and cold storage plant will soon be started there. Facilities will be furnished for meat freezing and storage.

Community Cooperative Association is being formed at Iowa Falls, Ia., to furnish cold storage locker service.

Brunswick Bottling, Ice & Fuel Co. is installing 90 additional lockers in its cold storage plant.

A new refrigerated locker plant with 360 units has been opened at Independence, Ore.

A cold storage and curing plant is planned for Samson, Ala., by T. A. Gordy. Killing and processing may be carried on.

Dickerson Produce Co. plans a \$37,000 refrigerated warehouse for Knoxville, Ia.

#### **BUSINESS NEEDS GOOD WILL**

(Continued from page 9.)

today which are an all time peak. Our workers get three and even four times as much as they did back in the pioneer days. Of course the cost of living is higher now than it was then, but even so our employes get a great deal more for their weekly wages than they did a

Week Ending January 30, 1937



# "C-B" Cold Storage Door

#### "The Better Door that Costs No More"

Users and contractors everywhere recognize the superior merits of "C-B" Cold Storage Doors.

The fronts of standard doors, including the casing on the frame, are made of high grade yellow pine. On special orders, oak or other woods, as specified, will be furnished. The backs of doors are made of spruce.

A trial will convince you that the "C-B" Cold Storage Door has superior merits.

Unexcelled in design, construction, workmanship and finish, all proving it is

"The Better Door that Costs no More."

#### The Cincinnati Butchers' Supply Corporation

824 EXCHANGE AVE., U. S. YARDS CHICAGO, ILLINOIS

1972-2008 CENTRAL AVE. CINCINNATI, OHIO

generation ago. Our men work fewer hours and under greatly improved conditions. They are not at the mercy of some arbitrary and autocratic "boss." They can't be imposed upon or discharged without cause, and they have a voice in the settlement of all matters having to do with wages or working conditions.

#### **Packer Employe Wages**

The medium through which they act and which has largely brought about this improvement is a conference board composed of an equal number of employe and employer representatives. Workers elect men from their own ranks to membership on this conference board, and the interest they take in the board is illustrated by the fact that at the last election of employe representatives some 97 per cent of all the eligible employes participated in the voting.

In our efforts to be entirely fair with our employes we give their representatives access to cost and profit figures, and consequently they have direct knowledge which permits fair and reasonable decisions when there are demands either for increased or decreased wages.

#### **It Pays Dividends**

We know from actual experience that our attitude toward our workers pays handsome dividends. Their interest in the company's welfare is reflected in more efficiency at their respective tasks and real assistance in selling our goods. We have added many valuable customers to our books through the help of men who work in the plants and who technically have nothing to do with sales. Employes who feel that they are being fairly treated are effective factors in building up prestige, good will and business for their employer and, equally important, they contribute to improvements in operation and in service.

The good will of stockholders is likewise important to business success, as those who are engaged in corporate enterprises can bear witness. The first fundamental in creating stockholder good will is the payment of fair and reasonable returns on investments. That isn't always possible, and in such times it behooves the managers of business to be frank, fair and honest in reports to stockholders, so that they may know the problems and conditions confronting business. Heads of corporations must regard themselves as servants of the stockholders, rather than guardians of cash belonging to minor wards or incompetents. Honesty and fairness are just as important in the creation of good will as are payments on invest-

#### Value of Public Good Will

The good will of the public is an intangible asset of great value. It is, of course, true that payrolls and taxes cannot be met with good will. Cash income is essential to a going business,

and all too often business men fail properly to evaluate good will merely because it can't be seen in the bank balance. Good will, however, is a mighty factor in creating profits, and every salesman knows that it is easier to sell the goods of a firm that is well thought of and respected, than it is to sell the goods of a firm which is disliked by the public, even though its goods may be essential.

Business men and business institutions have a difficult row to hoe in winning back and building up the good will of the public. But it can be done. And when it is done business will have a new atmosphere thrown about it. It will have a music of its own, a music of good cheer, comradeship, unselfishness, pride in the job and in the house and in its traditions—and this means cooperation and the working together of all men toward a better life.

EDITOR'S NOTE.—See also "Business Has a Story to Tell," an address by Stuart Peabody, The Borden Company, in THE NATIONAL PROVISIONEE of November 28, 1936.

#### TEMPERATURES FOR CURING

Proper temperatures are important for best curing results. "PORK PACK-ING," The National Provisioner's test book for packers, tells just what temperatures should be used in the curing cellar.



# A Page for PURCHASING Departments

#### **NEW CARCASS DROPPER**

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A new, simple and efficient device for lowering carcasses from the bleeding rail to the floor, and for many other similar operations, is one of the latest "Boss" developments invented by Oscar C. Schmidt, vice-president, Cincinnati Butchers' Supply Co. It is known as the "Boss" No. 412 friction dropper with spring actuated return, and is covered by U. S. patent application.

SIMPLE CARCASS DROPPER

The brake on this dropper is an entirely new design, and allows the loaded dropper hook to descend smoothly and silently at any speed desired by the operator, and will stop the load and hold it at any desired point. Return of the

hook to the rail is accomplished quickly and effectively by a series of flat coil retrieving springs. Three springs in series are furnished for the usual distance of travel. The distance to be travelled by the hook can be increased by adding additional coil springs in the series.

A cable of ample size to carry the weight of the carcasses is used. The dropper hook and a housing, looking very much like the conventional type, are of an ingenious design. The socket in the housing, with its new wedgeshaped spiral flute, in conjunction with the specially-designed upper part of the hook, automatically brings hook in proper alinement with bleeding rail.

An automatically operated safety stop is provided, which acts as soon as the hook begins to descend. It blocks the bleeding rail, preventing the next roller or trolley with its load running off the otherwise open end of the rail. Wings are provided on opposite sides of the hook, and these automatically raise the safety device off the rail when the hook returns to its uppermost position ready to be reloaded.

This new dropper overcomes many objectionable features by eliminating return weights, return weight chains, return weight chain sheaves (which are generally fastened to the ceiling or other almost inaccessible places) and the return weight guide boxes or pipe. It is furnished as an integral unit complete and ready to mount on the beams to which the bleeding rail hangers are attached, no additional super-structure being required. Thus cost of installation is reduced and simplification of design assures lower maintenance cost.

The first of these droppers is in daily operation at the Sioux Falls Rendering Co. plant, Sioux Falls, S. D.

#### POMONA PUMPS IN EAST

A complete and extensive new plant for the manufacture of Pomona turbine pumps and service to distributors is now being constructed at St. Louis, Mo. According to vice-president W. H. Day the year 1936 closes with sales records at the highest total in the history of the company. Progressive additions have been made at the home plant in Pomona, Calif., during depression years, but to supplement adequate production in has been necessary to establish a central location to provide faster deliveries to Eastern states. Overnight deliveries are now possible to all points within a radius of 300 miles, and in 48 hours or less goods can be laid down anywhere east of the Rocky Mountains. C. C.

Cook, former manager of Pomona's Chicago office, has been appointed St. Louis manager. E. W. Bennison succeeds Mr. Cook at Chicago.

#### **NEW SUTHERLAND OFFICES**

Sutherland Paper Co., Kalamazoo, Mich., has moved into new offices, situated directly across the street from the old offices. The company has undertaken an extensive remodeling program in the main building, which is now known as Sutherland plant No. 4. In the new setup the traffic, purchasing and information departments are located on the first floor, while the directors' room, the executives' private offices, art department, accounting department and general office are situated on the second floor. The new offices are attractive and efficient.

#### LINK-BELT IN ST. LOUIS

Announcement is made by Link-Belt Company, Chicago, of the appointment of Erwin A. Wendell to the position of district sales manager, with headquarters at 317 N. 11th st., St. Louis, Mo. Mr. Wendell has been connected with the Link-Belt Pershing Road plant in Chicago since 1918, and for a number of years served as sales engineer in metropolitan Chicago. He succeeds Howard L. Purdon, who has been transferred to the company's Chicago territory.

#### JAMISON DOORS IN TEXAS

Jamison Cold Storage Door Co. announces that its representation in the Northeast Texas territory will be in the hands of R. R. Matthews, Matthews Engineering Co., 2026 Ross ave., Dallas, Tex. Mr. Matthews has for many years been closely identified with the refrigerating industry in the Dallas area, and his long experience in this field has given him exceptional fitness to serve the best interests of the industry.

#### NATIONAL CAN EXPANDS

National Can Company, subsidiary of McKeesport Tin Plate Co., has acquired the business of the Pittsburgh Can Co., Pittsburgh, Pa. The Pittsburgh company has manufactured steel kegs and pails for more than 25 years, and with this addition to its line National Can Co. rounds out its container facilities for a long line of products.

# ONLY Salestumblers

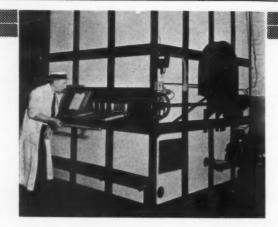
**PROVIDE THESE** 

Most recent to rise to stardom among outstandingly effective Salespackages of Owens-Illinois is the genuine Safedge Salestumbler.... With Applied Color Decoration this new-type meat package has literally performed wonders in building sales volume. Be-

cause the Libbey Salestumbler has attractive re-use value to the housewife, it has proved powerful not only in preselling and selling meats, but has shown itself also a potent inducement in securing repeated re-orders of the same brands. Libbey Salestumblers are a valuable aid in doing the complete three-phase selling job that steadily builds up sales volume. Ask any Owens-Illinois office for full information. Owens-Illinois Glass Company, Toledo, Ohio.



OWENS-ILLINOIS Genuine Safedge Salestumblers



# Advance Ovens

USED BY LEADING PACKERS AND SAUSAGE MANUFACTURERS Everywhere

Write today for full details!

Will reduce shrinkage about 3%.

Steam tight construction, and steam can be used in connection with baking meat loaves.

Automatically controlled, reduced operating cost, no watching necessary, baking can be timed, uniform heat produces a smoother product.

Premixed gas, oil sealed driving unit, stabilized shelves.

Interior rust-proof can be steamed out after every bake, exterior porcelain enameled on three sides.

## ADVANCE OVEN COMPANY

930-932 Chouteau Avenue

St. Louis, Missouri

#### PROVISIONS AND LARD \*

WEEKLY MARKET REVIEW

ARD and hog products continued under pressure of hedging from packer and trade sources during the past week. At the same time they felt the influence of further liquidation due to weakness in the grain markets. Hog news was rather bearish during most of the week, with hog runs exceeding a year ago and prices on the down grade. There was a feeling that lard stocks were still piling up and that monthly reports would show increases in supplies for January.

Demand continued fair but there was apprehension about consumers' demand for both lard and meats because of the continuance of the automobile strike and flood conditions over a large section of the country.

With the news mostly against the market, lard went into new low ground for the present downturn. However, declines were not very great during the past week. The market scored several rallies but the bulges failed to hold. Packer hedging was rather persistent, serving to satisfy the new buying power as it developed.

The trade was somewhat upset by the statement of the Secretary of Agriculture in which he asked farmers to produce more "abundantly" and indicated possible lower prices for cotton, corn, wheat and tobacco. It was felt that hog products would probably share in the decline of major commodities. There was a noticeable disposition to follow closely the general commodity price trends during the past week.

Receipts of hogs at Western packing points last week totaled 344,200 head compared with 452,000 the previous week, and 322,000 the same week last year. Receipts of hogs at the 11 principal markets since January 2, 1937, have totaled 1,150,034 head, or 23,482 under the corresponding time last year.

#### **Hog Prices Decline**

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Average price of hogs at Chicago at the outset of the week was 10.25c compared with 10.30c the previous week. 10.10c a year ago, 3.75c two years ago, and 3.60c three years ago. The average weight of hogs received at Chicago last week was 233 lbs. compared with 239 lbs. the previous week, 237 lbs. a year ago, and 231 lbs. two years ago.

The Department of Agriculture in its January report on the hog situation stated that the December pig report indicated there probably would be a greater number of hogs marketed in 1937 than had been previously estimated. The report said slaughter for the marketing year ending October 1, may total 35,000,000 to 38,000,000 head but probably nearer the smaller figure. This would compare with 31,022,000

head last year. Slaughter has already exceeded last year by 5,000,000 head, totaling 12,465,000 from October through December, 1936, against 7,432,000 the same time the previous year.

With no indication of any important letup in hog marketings, sentiment was less friendly towards prices. There seemed to be less apprehension as to supplies for the future, particularly with Washington indications that the pig population on January 1 was somewhere around the same figure as on January 1, 1936.

The U. S. Department of Commerce reported lard exports for the week ended December 26 totaled 1,770,000 lbs. compared with 1,473,000 lbs. the same time in 1935. Total exports from January 1 to December 26, 1936, amounted to some 106,681,000 lbs., against 94,205,000 lbs. the same time in 1935.

Exports of hams and shoulders for the week were 222,000 lbs. against 46,-000 lbs. the previous year, bacon, 76,000 lbs. against 1,000 lbs., and pickled pork, 30,000 lbs. against 6,000 lbs.

PORK.—Demand was fair at New York and the market was easier. Mess was quoted at \$32.37 per barrel; family, \$32.37 per barrel, and fat backs, \$26.25 @\$28.25 per barrel.

LARD.—Demand was fair at New York but the market was easy with prime western quoted at 13.35@13.45; middle western, 13.25@13.35; New York City in tierces, 13%@13½c and tubs, 13%c; refined Continent, 14c; South America, 13%c; Brazil kegs, 14c; compound in car lots, 13½@13¾c, in smaller lots, 13¾@14c.

At Chicago regular lard in round lots was quoted at 7½c under January; loose lard, 82½c under January, and leaf lard at 97½c under January.

(See page 36 for later markets.)

BEEF.—Demand was moderate at New York and the market was steady with mess quoted at \$17.00@\$18.00 per barrel.

#### MORE HOGS EXPECTED

Inspected slaughter of hogs during the 1936-37 marketing season probably will be from 12 to 16 per cent greater than in 1935-36, the Bureau of Agricultural Economics said in its January summary of the hog situation. Extent of the increase in hog slaughter will depend partly on prospect for corn production in 1937 and partly on proportion of hogs going into inspected slaughter from areas outside the Corn Belt.

This increase in slaughter supplies is

somewhat larger than was estimated by the Bureau in November. Following the drought of 1934 the fall pig crop that year was sharply reduced, and it was generally expected that a similar situation would occur in 1936, since the drought cut feed grain production almost as severely as in 1934. The December 1 pig crop report, however, disclosed that the 1936 fall pig crop was 6 per cent larger than that of 1935. Combined spring and fall crop was 20 per cent larger.

It is expected that slaughter supplies of hogs during the first three months of 1937 will be reduced considerably from the December figures, say the government forecasters. Total slaughter supplies for the remainder of the marketing year, January through September, 1937, probably will be somewhat smaller than those of a year earlier, with most of the reduction occurring in February and March and in the late summer. Although slaughter supplies of hogs in the summer of 1937 will be larger than was expected earlier, the Bureau believes they probably will be somewhat smaller than those of last summer, when considerable drought liquidation occurred. In view of the prospective further improvement in consumer demand, the government expects that hog prices next summer will average higher than in the summer of 1936.

#### CANADIAN HOGS AT CHICAGO

Packing sows from Canada arrived on the Chicago stock yards this week, said to be the first coming this far inland in many months. Imports of live hogs from Canada have been sold principally on the Buffalo and Detroit markets. It was said to be a trial shipment. The hogs averaged 394 lbs., were of only medium quality and lacked sufficient finish to sell in competition with smooth, well-fattened American type packing sows. The hogs sold at \$9 per cwt. Import duty on live hogs is \$2.00 per cwt., and shipping and selling expense ranged from 75c to \$1.25 per cwt. Such sows were reported to be selling on the Edmonton, Alberta, market at around \$5 per cwt.

#### CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended January 23, 1937, were as follow:

 Week Jan. 23.
 Previous week.
 Same veek '36.

 Cured meats, lbs...12,659,000
 14,136,000
 14,366,000

 Fresh meats, lbs...51,311,000
 53,214,000
 46,781,000

 Lard, lbs.....1,648,000
 1,712,000
 2,351,000

Week Ending January 30, 1937

#### LEADING THE PARADE BACK TO PROFITS



ADELMANN Ham Boilers are made of Cast Aluminum, Tinned Steel, Nirosta (Stainless) Steel and Monel Metal, in a complete range of sizes. Liberal trade-in schedules make it actually profitable to dispose of worn, obsolete equipment and equip with new ADELMANN Ham Boilers. Write for particulars today.



Build up sales volume and increase profits by equipping your ham boiling department with ADELMANN Ham Boilers! Modern, efficient and labor saving, they insure the production of quality products of perfect shape, texture and flavor—hams that insure the maintenance of constant, profitable volume.

Exclusive features incorporated in every ADEL-MANN Ham Boiler provide efficiency and economy. Elliptical yielding springs maintain a constant, even pressure on the entire cover and prevent tilting, yet permit ham to expand while cooking. The self-sealing principle permits ham to cook in its own juice, greatly improving quality and flavor. Shrinkage is reduced, labor costs are minimized, sales and volume are increased. Use ADELMANN Ham Boilers exclusively to guarantee profits! Write for details today.

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Dedicated to Saving Money for Meat Packers

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We've worked for 28 years making WYNANTSKILL Stockinettes. During this time, we have learned a lot about the meat packing business, and the effect that stockinettes have on profits. We've learned a lot of wrinkles that would mean quite a bit in dollars and cents to the express packer.

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for meat processors.

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# HOW to cut the packing packing

MOST PROFIT

out of a hog

is a day-to-day problem that requires not only careful study of markets, but also full knowledge of how to find profits in a particular market situation. "PORK PACKING" contains many tests which will show whether you are cutting up the hog to yield the most profit. Filled from cover to cover with practical answers to pork packing problems, this 360-page volume will quickly repay you its cost many times over. Order your copy today.

THE NATIONAL PROVISIONER

407 South Dearborn Street. Chicago, Mineis

#### Hog Cut-Out Results

DULL fresh pork market and fairly liberal supplies of hogs resulted in a sharp drop in hog prices toward the close of the four-day period of the current week, resulting in an average cut-out showing only small losses. Much weakness also developed on product prices from the opening day of the period, loins dropping 1c to 1½c, lard showing a sharp drop and a decline being evident all down the list.

•Warm weather which influenced fresh pork consumption in normal consuming areas, unsettled labor conditions and floods in sections of heavy consumption have made their inroads on free distribution and price. This situation on the consuming side was accompanied by receipts of too many hogs in the light of needs, particularly with plentiful stocks of meats on hand.

At the close of the period bulk of good to choice hogs ranging in weight from 170 to 300 lbs. sold at \$9.85 to 9.90 and only one small lot sold above \$10.00 on the closing day of the period. Compared with a week earlier, practically all types of hogs were 50c per cwt. lower.

The test on this page is worked out on the basis of live hog and green product prices at Chicago, representative plant costs and credits being used. Yields are those of good butchers of weights shown.

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#### **BRITISH MEAT SITUATION**

Effect of the breakdown in the British hogs marketing plan on Great Britain's demand for American pork products is not yet clear. The curers declared the 1937 contract with producers void when it appeared that the desired number of hogs was not to be guaranteed. The compulsory marketing of all hogs through the pigs marketing board is being considered. It is believed that there are sufficient hogs in the country to fill curers' contract terms.

. Erection of three large-scale central abattoirs in Great Britain at a cost of around \$1,250,000 was proposed in the British government's latest livestock industry bill. These, it is believed, would mainly handle cattle and process byproducts. Another section of the bill provides for elimination of local slaughterhouses in districts near the central abattoirs.

#### U. S. INSPECTED HOG KILL

At 8 points week ended Jan. 22, 1937:

Week ended Jan, 22.	Prev. week.	Cor. week, 1936.
Chicago	139,082	79,026
Kansas City, Kansas 25,431	43,682	44,543
Omaha 22,451	42,261	31,858
St. Louis & East St. Louis 60,823	57,187	52,934
Sioux City 15,636	83,481	25,985
St. Joseph 10,456	14,170	18,435
St. Paul 28,662	54,898	22,836
N. Y., Newark and J. C., 44,786	45,784	38,788
Total310,932	430,495	314,405

#### MEAT INSPECTED IN DECEMBER

Meat and meat food products prepared under federal inspection during December, 1936,

	Dec., 1936. lbs.
Ment placed in cure:	
Beef	
Pork	.215,761,918
Smoked and/or dried meat:	
Beef	4.615.379
Pork	
Bacon sliced	. 16,580,698
Sausage:	
Fresh finished	12 278 467
Smoked and/or cooked	
Dried or semi-dried	
Meat loaves, head cheese, chili con carn	
jellied products, etc	
Cooked meat:	
Beef	. 1.342,658
Pork	
Canned meat and meat products:	
Beef	. 10,922,046
Pork	
Sausage	
Soup	
All other	
Lard:	
Rendered	.108,257,398
Refined	
Oleo stock	
Edible tallow	
Compound containing animal fat	
Oleomargarine containing animal fat	
Miscellaneous	
	-, 200, 120

See Classified page for good men.

#### HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on The National Provisioner Daily Market Service, cutting percentages taken from actual tests in Chicago plants.)

Per c live wt	e per	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive
	-180-220 lbs	3	22	0-260 lbs		26	0-300 lb	s.——
Regular hams14.0	00 17.6	\$ 2.46	13.70	17.8	\$ 2.44	13.40	17.9	\$ 2.40
Picnics 5.	70 12.5	.71	5.40	12.3	.66	5.10	12.4	.63
Boston butts 4.0	00 16.5	.66	4.00	16.5	.66	4.00	16.5	.66
Loins (blade in) 9.3	80 16.4	1.61	9.50	15.4	1.46	9.00	15.3	1.38
Bellies, S. P		1.98	9.70	17.9	1.74	4.00	17.9	.72
Bellies, D. S			2.00	15.1	.30	9.40	15.0	1.41
Fat backs 1.		.10	3.00	10.1	.30	5.00	10.8	.54
Plates and jowls 2.	50 10.0	.25	2.50	10.0	.25	3.00	10.0	.30
Raw leaf 2.	10 11.9	.25	2.20	11.9	.26	2.10	11.9	.25
P. S. lard, rend, wt	80 12.4	1.46	11.60	12.4	1.44	10.70	12.4	1.33
Spareribs 1.	60 11.8	.19	1.60	11.8	.19	1.50	11.8	.18
Frimmings 3.	00 11.2	.34	2.80	11.2	.31	2.70	11.2	.30
Feet, tails, neckbones 2.	00	.08	2.00		.08	2.00		.08
Offal and misc		.42			.42			.42
TOTAL YIELD AND VALUE68.	50	\$10.51	70.00		\$10.51	71.00		\$10.60
Cost of hogs per cwt	\$10.12			\$10.11			\$10.08	
Condemnation loss	.05			.05			.05	
Handling & overhead	.55			.50			.48	
TOTAL COST PER CWT ALIVE	\$10.72			\$10.66			\$10.61	
TOTAL VALUE	10.51			10.51			10.60	
Loss per cwt	.21			.15			.01	
Loss per hog	.42			.36			.03	

#### CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

CASH F	PRICES		
Based on actual carlo January 2	t trading '8, 1937.	Thursday,	
REGULAR	HAMS.		* . *
	Green.	*S.P.	LAR Jan.
8-10	18%	19	Mar.
10-12 12-14	1784	181/2	May
14-16	1/76	1814 1814	June July
10-16 Range	17%		Sept.
BOILING	TAME		CLE
BOILING	Green.	*S.P.	Jan. May
16-18	40	1814	May
18-90		1814 1814	July
		18 1/2	
16-22 Range	18	* * * *	LAR
SKINNED	HAMS.		Jan.
	Green.	*8.P.	Mar.
10-12	20	20	May June
12-14	20	20	July
14-16 16-18		20	Sept.
18-20	20	201/	CLE
20-22	1934	184 174 164	Jan.
22-24 24-26		161/2	May
25-30	16%	10	July
30 and up	161/4	15%	
PICN	100		LAR
Pica	Green.	•8.P.	Jan.
4- 6	9981	121/4	Mar.
G- 8	1234	12	May
8-10	12%	121/4	July
10-12 12-14	12%	12½ 12½ 12½	Sept.
Short Shank %c over.		/8	CLEA
730 0701			Jan.
BELL			May
(Square cut (8. P. ¼c ur	seedless)		July
(8, P. %e ur	Green.	20.0	
		*D.C. 18%	LAR
6- 8 8-10	1814	19	Jan. Mar.
10-12	. 181/4	19	May
12-14	. 18	18%	June
14-16	. 17%	18% 18%	July Sept.
*Quotations represent N	. 1		CLEA
D. S. BE		cure.	Jan. May
D. S. BE	Clear.	Rib.	July
14-16	. 161/4		
16-18	161/8	****	
18 20	. 16		LARI
20-2525-30	155.84	161/4	Jan. Mar.
25-30	15.56	16 15%	May
35-40	. 15%	15 % 15 %	June
40-50	. 15%	10%	July Sept.
D. S. FAT	BACKS.		CLEA
6-8		1014	Jan.
8-10		10%	May
10-12 12-14	*******		July
14.10			
16-18		121/4	LARI
18-20		13%	Jan.
20-20			Mar.
OTHER D. S	MEATS.		May
Extra Short Clears Extra Short Itibs Regular Plates 'Clear Plates Jowl Butts Green Square Jowls.	95.45	16n	July
Extra Short Ribs	.35-45	16n	sept.
Regular Plates	. 6-8	118/	CLEA
Jowl Butts	. 4- 6	1014	Jan.
Jowl Butts Green Square Jowls Green Rough Jowls		1014 1014 12%	May
Green Rough Jowls		101/2@105/8	
LAR	D.		Ke
Dalma Staam anah		12,95b	
Prime Steam, Cash. Prime Steam, Loose Refined, boxed, N. Y.—Ex Neutral, in tierces Raw Leaf		12.20n	
Neutral in tierces.	port	unquoted	
Raw Leaf		12.00ax	U

#### WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering ket-tle. "PORK PACKING," The National Provisioner's pork plant book, explains why and gives many other important details of lard rendering.

FUTURE PRICES									
SATURDAY, JANUARY 23, 1937.									
	Open.	High.	Low.	Close.					
LAR Jan. Mar. May June July Sept.	13.4013.65-6214	13.67½ 13.90 14.10	13.62½ 13.85 14.07½	13,35b 13,40b 13,65b 13,75n 13,90ax 14,10b					
Jan. May July	AR BELLIES		••••	16.50n 16.77½n 17.10ax					
LAR		r, Januai	KX 25, 193	57.					
Jan. Mar. May June July Sept.	13.35		13.32½ 13.62½ 13.82½ 14.05	13.35ax 13.40ax 13.62½b 13.75ax 13.82½b 14.07½ax					
Jan. May July	17.07½	17.07%	17.05	16.50n 16.75ax 17.05b					
	TUESDAY	, JANUAI	RY 26, 19	37.					
Jan. Mar. May June July Sept.	13.30 13.37¼ 13.62¼	13.421/ 13.523/ 13.75 18.971/ 14.123/	13.30 13.37 14 13.60 13.82 1/2 14.02 1/2	13.40ax 13.47½ax 13.70 13.72½b 43.90b 14.12½					
Jan. May July	R BELLIES-	17.05	17.00	16.50n 16.75b 17.02½					
	WEDNESD	AY, JANU.	ARY 27, 1	1937.					
Jan. Mar. May June July Sept.	D—13.4013.4513.7013.9014.00	13.40 13.45 13.70 13.90 14.00	13.271/2 13.80 13.471/2 13.721/2 13.95	13.27½ax 13.30ax 13.47¼-50b 13.62½ax 13.72½-75 13.95ax					
Jan. May July	16.70 16.97 %	16.70	16.671/2	16.50n 16.67½ax 16.97½					
	THURSDA	Y, JANUA	RY 28, 19	37.					
LAR! Jan. Mar. May June July Sept.	13.17½ 13.22¼ 13.47½-40	13.171/4 13.221/4 13.471/4 13.721/4 13.95	13.10 13.10 13.30 13.50 13.70	13.10ax 13.10ax 13.30b 13.40n 13.50b 13.70b					
	R BELLIES	-							
Jan. May July	16.55 16.921/2	16.55 16.92½	16.40 16.77½	16.40ax 16.40ax 16.77½ax					
LARI		, JANUAR	Y 29, 1937						
Jan. Mar. May June July Sept. CLEA	13.10 13.10 13.25-27½ 13.47½-50 13.67½-65 AR BELLIES	13.10 13.10 13.35 13.60 13.77½	13.00 13.02½ 13.20 13.40 13.65	13.00ax 13.02½ax 13.20ax 13.30n 13.40-42½ 13.65					
	16.40	16.40 16.75	16.30 16.671/3	16.35ax 16.30b 16.70					
Ke	y: ax, asked;	b, bid; n,	nominal;	—, split.					

#### U. S.-ECUADOR AGREEMENT

Public hearings will soon be held by the U. S. Department of State in connection with a proposed reciprocal trade agree-ment with Ecuador. This is a change from "closed" procedure followed in negotiating earlier agreements and will allow interested business men to make suggestions in regard to specific commodities or proposals. The department will shortly make public a list of exports

and imports which may be the subject of concessions by either nation. Ecuador purchased only 105,000 lbs. of American lard in 1935, but its imports in 1934 amounted to 4,382,000 lbs.

The Department of State has been able to secure duty and other concessions on some meat industry exports in earlier treaties. These concessions, notably in the instance of the U. S.-Cuban agreement, have resulted in increased exports of lard.

#### **MEAT IMPORTS AT NEW YORK**

For week ended January 23, 1937:

Point of origin.	Commodity				Amount Lbs.
—Coc	P. bellies ked hams ned corned beef		 	 	39.572
—8. —D.	P. butts S. bellies of extract (tins)		 	 	. 33,450
Canada—Smoke —Fresh —Sausa —S. P. —Froze —Smoke	d bacon		 	 	. 11,109 . 40,870 . 1,188 . 22,500 . 21,126
-Live	ed hams rpaste (tins) k turtle stew (ti		 	 	. 1.350
Estonia-Cooke	d hams		 	 	. 58,655
	paste (tins) ed bacon				
Germany—Cook —Unst	ed hams noked salted ba	con	 	 	37,001 16,250
Hungary-Cook	ed hams		 	 	140,404
France-Liverp	aste (tins)		 	 	346
Holland-Cooke	d hams ed boneless ham		 	 	32.164
Irish Free Stat	e-Smoked bacor	n	 	 	3,093
Italy—Sausage —Ham (et	red)		 	 	9,664 5,614
Norway-Liver	paste (tins)		 	 	1.100
-Fresh -Lunch -Canne	frozen hams eon meat (tins) d cooked pork lo d bacon	ins	 	 	19,810 26,674 7,491

#### PORK PRODUCTS EXPORTS

	Week ended Jan. 23, 1937.	Week ended Jan. 25, 1936.	
POF	RK.		
To	bbls.	bbls.	bbls.
United Kingdom	10		10
Continent		****	205 215
BACON A	ND HAR	M.	
	M lbs.	M lbs.	M lbs.
United Kingdom	8,643	2,074	32,221 19
West Indies	3	3	101
Other Countries	3,646	2,077	32,342
LAI	RD.		
	M lbs.	M lbs.	M lbs.
United Kingdom		1,887 273	27,106 1,129
Sth. and Ctl. America West Indies Other Countries	1	····i	276 1,225
Total	1,443	2,161	29,737
TOTAL EXPOR	rs by 1	PORTS.	

		Bacon and	
From	Pork, bbls.	Ham, M lbs.	Lard, M lbs.
New York	10	182	208
W. St. John		2,952	940
Halifax	*****	512	299
Total Week	10	3.646	1,443
Previous Week	145	3,983	1,426
2 weeks ago		4,132	2,880
Cor. week 1936		2,077	2,161

SUMMARY NOV. 1, 1936 TO JAN. 23, 1937.

	1936-'37	1935-'36	Increase.	crease.
Pork, M lbs Bacon and Ham.	48	42	1	
M lbs Lard, M lbs		22,618 $23,382$	$9,724 \\ 6,354$	

10-0

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uador rican 1934

been ncesrts in , notluban

eased

37:

mount Lbs.

80,256 39,572 316,702 53,450 25,114 5,040 11,109 40,870 1,188 22,500 21,126 13,475 1,281 7,078 1,350 188

58,655

750 19,500

37,001 16,250

140,404 346 32,164 515

3,093

9,664 5,614 1,100

> 205 215

M lbs

32,221 19 101

32,342

M lbs

27,106 1,129 276 1,225

29,737

Lard.

1937.

Decrease.

.....

oner

203 940 299

# Viking Rotary Pumps for Pumping Economy in Packing Plants

Viking Rotary Pumps are ideally adapted for the economical handling of blood, oils, greases, gelatin and dozens of packing house by-products. Capacities from ½ to 1,050 G.P.M. All types of mountings and drives. Write for Information and Prices.

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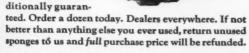
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SALAHOSTTO;

safely scours all metal surfaces

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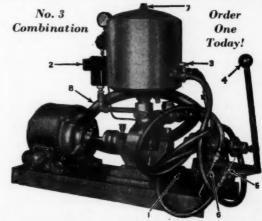
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#### THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois

CANADIAN FACTORY AND OFFICE:

1 Industrial Street, Leaside, Toronto 12, Canada

Week Ending January 30, 1937

Page 31

Pge 29- 30 are

#### WESTON TRUCKING & FORWARDING CO.



Specializing in Pool Car and Less Carload Distribution of Packinghouse Products in the Metropolitan Area

53 Gilchrist St., Jersey City, N. J.



#### WHO MAKES MEAT PRICES?

It is the American housewife-not the meat retailer or packer-who sets the prices of meat and of livestock, said George M. Lewis of Chicago, associate director of the Department of Marketing of the Institute of American Meat Packers, in addressing the Kansas Agricultural Convention at Topeka.

"When cattle are selling around 9c a pound and porterhouse steak at 41c, that fact is not an indictment of the retailer or the packer in any way," said Mr. Lewis. "It is merely another way of saying that Mrs. Housewife wants what she wants, and that in this case she wants porterhouse steak-even if Mr. Farmer has to grow 100 lbs. of steer to supply her with 41/2 lbs. of steak.

"Of course the steer produces nearly five times as much chuck and plate beef as porterhouse steak, and she could buy them, or several other cuts, at about half the price of the porterhouse, or even less; but still she wants porterhouse, and so do her neighbors, and so they keep porterhouse prices comparatively high by centering so much demand on the relatively limited supply of it.

"And there isn't much Mr. Farmer can do about it, unless he can invent a steer that will be mostly porterhouse steak. At present, only about 55 per cent of the average steer can be sold as meat, so that the packer has to get nearly double the price per pound paid for the live steer if he is merely to get

back what he paid per pound for it."

That the consumer had more money to spend during the year just closed was indicated by the fact that the U.S. Department of Labor index of factory payrolls in November was the highest since June, 1930, and also by the fact that packers were able to pay relatively high prices for livestock throughout a year when receipts of most classes of animals were unusually large, he said. Cattle marketings last year were second only to those of 1918, and calf marketings to those of 1934, while lamb marketings also were comparatively heavy, and hog receipts much larger than in 1935 though still considerably below normal. But increasing purchasing power made possible the distribution of this greater quantity of meat without a serious break in prices.

Although many of the services of processing meat and of distributing it most conveniently to the consumer are scarcely less valuable or important to the consumer than the task of producing the meat animal in the first place, the American farmer during a recent ten-year period was found to be receiving half of the average dollar paid by the consumer for meat.

First came the meat retailer, who paid out about 14 cents of this dollar in payrolls, and about 81/2 cents in rentals and other store expense, and kept about 3½ cents in profits, the speaker stated. Thus 74 cents of the original dollar reached the wholesaler,

who passed along 69 cents of it to the processor or packer, who in turn paid out 54 cents to marketing agencies for the farmer's live stock. Of the packer's 15-cent gross margin, about 61/3 cents went for wages and salaries, about six cents for supplies, fuel, and other operating expense, nearly two cents for interest and depreciation, almost half a cent for taxes and only about half a cent for profit.

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#### TALLOWS AND GREASES

	(Loos	ie. b	asi	8	C	hi	ca	ge		)				
												Per 1	b.	
Edible tallow											 .1	0%@	10%	
Prime packe	rs' ta	llow										914@	91/2	
No. 1 tallow.	. 10%	f.f.	a									8%,00	8%	
Special tallov	W											9 6	91/4	
Choice white	greas	e										0	914	
A-White gree	ase, m	axin	nu	m	4	1/4	- 8	e	ld			@	914	
B-White gree	ase, m	axin	nu	m	5	%	1	e	id				81/4	
Yellow greas	e. 16-	20 f.	f.1	١.									8%	
Brown gross	0 4 4											6	914	

#### ANIMAL OILS

(Basis Chicago.) Per lb.

#### PRESS RENDERING

Unequalled in Construction Unexcelled in Results

DUNNING & BOSCHERT PRESS Co., INC. 362 West Water St. Syracuse, N. Y.

#### **Solvent Extraction Systems**

Designed · Built · Operated

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#### SMITH, BRUBAKER, & EGAN

ARCHITECT & ENGINEERS

30 No. LaSALLE ST. CHICAGO, ILLINOIS.

SERVING THE MEAT PACKING INDUSTRY

#### GEO. H. JACKLE

Broker

Offerings Wanted of: Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City

#### TALLOWS AND GREASES

WEEKLY MARKET REVIEW

TALLOW.-Extra tallow eased 1/4 c per lb. from recent levels at New York this week, between 6 and 8 tanks selling at 94c, delivered. There were further offerings in the market at the lower level but demand was quieter and the market appeared unsteady. The change in the price trend toward lower levels followed an easing in other commodities and became more pronounced when some of the leading consuming plants were forced to close in Kentucky and Ohio on account of floods. It is reported that some of these plants may not be in operation again for 30 days. Sentiment was more divided and the larger consumers were inclined to look on for the

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@ 814

Per lb

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isioner

South American was the cheapest of the foreign tallows but was 1c or so out of line with the market here. Tallow was offered at 6%c c.i.f. This would make the price about 10%c, delivered, when 31/2c duty was added.

At New York, special was quoted at 9c nominal; extra, 94c delivered, and edible, 101/2@10%c.

On the New York Produce Exchange, tallow futures sold off as much as 80 points from the season's highs. March sold at 9c and May from 91/4 to 9c.

At Chicago, the market appears to be holding fairly steady on tallows and greases, with the exception of a few scattered distress lots. Offerings in general are light but demand less active. influenced by the general weakness in surrounding markets. Tank of special tallow sold on Thursday at 8%c, Chicago basis. Edible tallow was quoted at 11c; fancy, 9%c; prime packers, 9%c; special, 8%c, and No. 1, 81/2c.

Argentine tallow at Liverpool was 3d higher on the week at 31s 6d, while Australian tallow was off 3d at 31s 6d. There was no London tallow auction this week.

STEARINE.—The market was quiet and nominally easier with a little more offering. Buying interest at New York was dull and oleo stearine was quoted at 11c nominal, or off 1/2c compared with the previous week.

At Chicago, stearine was quiet but held very steadily at unchanged levels, with oleo quoted at 11%c.

OLEO OIL .- Demand at New York was rather slow again and prices were easier and off about 1/2c, influenced somewhat by the general price trend. Extra was quoted at 131/2@14c; prime, 13@13½c, and lower grades, 12½@13c.

At Chicago, demand was quiet and the market off about 1c on the week with extra quoted at 13c.

(See page 36 for later markets.)

LARD OIL.—The market was quiet and barely steady at New York as influenced by lower raw materials. No. 1 was quoted at 12%c; No. 2, 12%c; extra, 13½c; extra No. 1, 13c; prime, 16%c, and winter strained, 13%c.

NEATSFOOT OIL.—Demand was rather quiet at New York during the week and prices were about steady. Cold test was quoted at 171/2c; extra, 134c; extra No. 1, 13c; pure, 144c, and special, 13%c.

GREASES.—The market for greases developed considerable weakness at New York the past week as a result of increased offerings and a limited demand. Some producers were inclined to await developments but other sellers were endeavoring to move some stuff in a market where uncertainty as to flood effects prevailed. A lower market for tallow, and a continued declining price trend in commodities in general had some unsettling influence on greases as

At New York, choice white was quoted at 91/2@95/sc; A white, 91/8@ 94c, and B white, 9@9%c. Yellow and house grease was offered at 8%c and it was indicated that 8%c might be done on bids.

At Chicago, greases have been quiet but the market is holding fairly steady. Offerings in general are light but demand less active, influenced by the weakness in surrounding markets. One tank yellow grease sold on Thursday at 8%c, Chicago. Choice white grease, all hog, was quoted at 91/2c; A white, 91/4c; B white, 9c; yellow, 81/2@8%c, and brown, 81/2c.

#### **BY-PRODUCTS MARKETS**

Chicago, Jan. 28, 1937.

Blood market quiet and nominal. South American \$4.10, c.i.f. for February-March shipment.

																					τ	Ini	t	
																			1	\n	an	on	ia.	
Inground				0	0	0	0		0		0			0	0	٠		.4	\$		(	@4	.50	)

#### Digester Feed Tankage Materials,

Market quiet. Special quality 6 to 10 ammonia, \$5.00 & 10c, nominal, c.a.f. Chicago. Second quality 6 to 10, \$4.50 & 10c nominal, c.a.f., Chicago.

#### Packinghouse Feeds.

Market firm. Demand good, offerings

	Carlots. Per ton.
Digester tankage meat meal, 60%\$  Meat and bone scraps, 50%  Steam bone meal, 65%, special feed-	$@62.50 \\ @60.00$
ing, per ton	@30.00 @37.50

#### Dry Rendered Tankage.

Cracklings market quiet. Very little volume moving. South American high test offered at \$1.00, low test \$1.10,

Hard pressed and exp. unground per	@1.00n
unit protein	WI.OUH
ity, ton	@70.00
Soft prsd. beef, ac. grease & qual- ity, ton	@60.00

#### Bone Meals (Fertilizer Grades).

Market continues firm. Sales at quoted prices.

										Per ton.
Steam.	ground.	3	&	50.						@20.00
Steam,	ground,	2	å	26.	 					18.50@19.00

#### Gelatine and Glue Stocks.

Demand strong for hide and skin trimmings.

	Per ton.
Calf trimmings	\$33.00@35.00
Pickled sheep trimmings	
Sinews, pizzles	. 28.00@30.00
Cattle jaws, skulls and knuckles	
Hide trimmings	
Pig skin scraps and trim, per lb., l.c.	l. 5@ 5% c

#### Fertilizer Materials.

Market nominal. Prices f.o.b. Chicago.

High grd. tankage, ground, 10@11% am\$ Bone tankage, ungrd., low	@3.75 & 10c
gr., per ton	@ 20.00

#### Animal Hair.

November-March take-off of hog hair

# utomatic Temperature Control

FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms,

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

Over 40 Years of Specialisation in Temperature Control
2725 Greenview Ave., Chicago—231 E. 46th St., New York
ALSO 41 OTHER CITIES

Week Ending January 30, 1937

somewhat easier. Fair market for summer hair, crude dried.

Coil and field dr	ied hog	hair.		 	.214@4c	
Processed, black	winter	, per	lb	 	.6 @9c	
Cattle switches,						
*According to	count.					

#### Horns, Bones and Hoofs.

Fertilizer hoofs in good demand at quoted prices. Junk bones continue firm.

																			Per	ton	
Horns, according		to		E1	ra	d	le											\$45	.000	@75	.00
Cattle hoofs																		35	.000	@37	.54
Junk bones																					
(Note-foregoi	ni	er	pia	ri	lei B	e	8 no	di	ic	e	t	f	od	P	a	n	0	ve.)	l ea	rlo	ndi

#### TALLOW FUTURE TRADING

Tallow transactions at New York during week ended January 29.

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														Hi	8	h	. L	0	W		Close.
																					*9.00
																			× 1		†9.00
															, ,						9.10
											*	*									†9.15
									,					9.		25	9	١,	2	5	9.25
								*													9.20
														 	Hi	Hig	High	High. L	High. Lo	High. Low	9.25 9.25

#### MONDAY, JANUARY 25, 1937.

Jan.																*9.00
Feb.																†9.00
Mar.								×	*	*	,		*			8.85
April								*								†9.10
May	×		×	*		*							*			8.95
June																9.05

#### TUESDAY, JANUARY 26, 1937.

Jan.		۰							۰		۰	۰			۰				*8.80
Mar.										٠							9.00	9.00	8.80@9.00
April										۰				0	a	4		****	\$8.90 8.80@9.05
May	*	×			×	*	×	×	×	×	*	*	*	*	٠		9.00	9.00	
June		×	,	×	×	,	*	*	×		*					*	9.00	9.00	9.00@9.05

#### WEDNESDAY, JANUARY 27, 1937.

Feb.															*8.80
Mar.															8.85@9.10
April									*						†9.00
May								*	*						9.05@9.20
June						•							*	•	9.05@9.25

#### THURSDAY, JANUARY 28, 1937.

Feb.									۰						,			*8.80
Mar.											٠					0		8.75@8.90
April				٠	0	0												†8.90
May	٠	0			۰			٠		8	١,	1	5	9		1	5	9.02@9.15
June														0.1				9.02@9.10

#### FRIDAY, JANUARY 29, 1937.

Feb.																						8.50
Mar.													0		0		,					8.75@9.00
May	0		0		۰	0			0	0			0	0	0	0 0	,		0			8.98@9.10
July			0	9	0	0	0	٥	0	0	0	0	0	0	0			٥	0		0	9.00@9.30

<sup>\*</sup>Bid. †Nominal.

#### **EASTERN FERTILIZER MARKETS**

(Special Report to The National Provisioner.)

New York, January 27, 1937. Ground dried blood sold at \$4.30 per nit ammonia, f.o.b. New York, and

unit ammonia, f.o.b. New York, and more can be bought at this figure, but demand is very light.

Both ground and unground tankage are offered at \$4.25 and 10c, f.o.b. local shipping points, and next sale may be under this price, because of limited

amount of buying interest.

Japanese sardine meal for quick delivery from spot stocks has been selling at \$55.00 per ton, f.o.b. Baltimore and New York.

Bone meal, both steamed and raw, is firm in price and offerings are scarce.

Dry rendered tankage is lower in price, and buyers are looking for still lower prices.

#### FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: Feb. 1937 to June 1937\$	@27.00	
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal	
Blood, dried, 16% per unit	@ 4.30	
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	nominal	
Fish meal, foreign, 11¼% ammonia, 10% B. P. L., c. i. f	@55.00	
Fish scrap, acidulated, 6% ammonia, 3% A.P.A., f.o.b. fish factories	nominal	
Soda nitrate, per net ton: bulk, Feb. 1937 to June 1937, inclusive	@25.50	
in 200-lb. bags	@26.80	
in 100-lb. bags	@27.50	
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25 & 10c	
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	4.25 & 10e	
Phosphates.		
Foreign bone meal, steamed, 3 and 50 bags, per ton, c. i. f	@26.00	
Bone meal, raw, 41/3 and 50 bags, per ton, c, i. f	@35.00	
Superphosphate, bulk, f.o.b. Balti- more, per ton, 16% flat	@ 8.25	

#### NEW MARGARINE BILLS

Dry Rendered Tankage.

@ 1.00

@ 1.05

50% unground .....

60% ground .....

A number of bills to tax and regulate the sale and manufacture of oleomargarine were introduced into Congress during the opening days of the new session. Several of these proposed restrictive excise taxes for all margarine.

Representative R. M. Kleberg intro-

#### Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER,

Plea	18	e	d	0	e	n	d	1	3	cu	f	T a	0	1	ti	9	Di	f e	ī	e	p	r	i	n	t		0	n	•	D	1	1	9	,
Name																																		
Street														,																				
City				,																		200	38		12	e								

duced a bill (HR 66) which would place an excise tax of 10 cents per lb. on margarine containing foreign fats and oils. A second bill (HR 65) would prohibit the shipment in interstate commerce of margarine containing less than 80 per cent fat by weight.

A restrictive measure (HR 93), introduced by representative M. F. Smith, would place a tax of 6 cents per lb. on uncolored margarine and 10 cents per lb. on colored product. The bill would also increase the license fees for manufacturers and wholesalers. A second measure (HR 95) introduced by Smith would prohibit the sale, manufacture or importation of margarine containing any fat other than that of milk or cream.

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Another measure (HR 25) prohibiting the manufacture, sale or importation of margarine containing fats other than those of milk or cream was introduced by representative F. D. Culkin. He also sponsored a bill (HR 19) that would impose a manufacturer's excise of 10 cents per lb. on all margarine. Another proposal to tax margarine was introduced by G. Boileau in HR 1487.

#### TAX ON IMPORTED OILS

Changes in excise taxes on imported vegetable oils have been proposed in two new bills which have been introduced in The Dockweiler bill (HR Congress. 1988) would make the present tax of 3 cents per lb. on Philippine cocoanut oil inapplicable if the oil was denatured and made unfit for edible use. The Knutson bill (HR 1955) would impose a tax of 6 cents per lb. on first domestic processing of cocoanut, sesame, palm, palm kernel, perilla, babassu, imported cottonseed oils and would also levy an excise tax on imported soybean oil. Most of these foreign oils now pay excise taxes somewhat lower than those proposed in the Knutson bill.

#### **COTTON OIL LEADER DIES**

Arthur J. Buston, president, Southland Cotton Oil Co., Paris, Tex., died on January 1 at Astbury Hall, Shropshire, England, at the age of 80 years. Founder of the Liverpool cotton firm of A. J. Buston & Co., he became associated with the late J. J. Culbertson in the establishment of cotton oil mills in Texas, and was made president of the enterprises actively operated by Mr. Culbertson as vice president. Of late years his only active business connection had been with the Southland company. He was a famous breeder of cattle and horses on his English estate.

#### **HULL OIL MARKETS**

(Special Cable to The National Provisioner.)

Hull, England, January 27, 1937.— Refined cottonseed oil, 33s 6d. Egyptian crude cottonseed oil, 30s 6d.

#### VEGETABLE OILS \*

WEEKLY MARKET REVIEW

COTTONSEED oil futures at New York backed and filled over narrow limits during the past week, but displayed a rather steady undertone. The market was laboring between the uncertainties of flood damage and the strength in cotton on one hand, and relative weakness in lard and lower grain markets on the other.

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In the meantime, the statement of Secretary of Agriculture Wallace to the farmer to produce more "abundantly," and that the prospects favored lower prices later on, particularly in cotton, corn, wheat and tobacco, had some staying influence on bullish aggressiveness in oil.

Trade, however, was mixed throughout the week. Commission houses were on both sides and the professional element divided in operations. At times there was liquidation through wire and cotton houses, particularly in May and July, but on the setbacks the market ran into support from leading longs. There was further evening up in the March position and some undoing of spreads between oil and lard and oil and cotton. The oil was sold as the cotton spreads on the late months proved profitable. However, at no time was there any aggressive demand or concentrated sell-

#### Flood Damage Fears

The early part of this week there was some buying on fears of flood damage at Louisville and other points. At the same time there were reports of some damage to cotton in store and fears of further damage in the South. Offsetting the flood news, however, the lard market went into new low ground for the present downturn under the influence of increasing stocks, lower hog values and weakness in the grains.

Another factor that operated against the bulges in oil was the continued quiet cash oil and compound demand throughout the week. Indications are that January consumption will show up comparatively well with private estimates running slightly under to slightly over 250,000 bbls. This compares with 186,000 bbls. in January last year.

The crude markets were rather quiet but displayed relative firmness during the week. Scattered sales were reported at 10½c in the Southeast and Valley, and at 10½c in Texas. The market subsequently was nominal at those figures. Barring unusual action in the crude market, crude price developments will be less and less important until the next crop is produced.

Foreign oil and oilseed markets were generally very steady. Cocoanut oil eased somewhat and cotton oil was slightly easier, but foreign fats, greases and oils displayed little decline during the week. Possibility of oil importations is again becoming important. According to reports, importations of cottonseed oil during the past 10 days have totaled about 22,610 bbls., the latest arrival being 285 tons on a Japanese steamer. It is understood that about 25,000 bbls. of English cotton oil were bought for shipment during the past week. Some believe that these importations will again reach considerable proportions. The fact that foreign cotton oil is coming in, notwithstanding the duty, served to make for more mixed sentiment in trade and professional circles.

COCOANUT OIL.—The market held rather steady at New York as a result of lack of pressure of spot supplies and importers' unwillingness to make concessions. Copra was not offered freely. There have been some fair arrivals of cocoanut oil at New York during the past 10 days. At New York, spot oil was quoted around 10c; January-February, 9%c, and April-May 9½c.

CORN OIL.—The market continues more or less nominal at New York with prices quoted around 10%c.

SOYA BEAN OIL.—There was no particular demand at New York and no particular offerings. Nearby oil was quoted at 11c; forward shipment was offered at 10%c.

PALM OIL.—Offerings at New York were again limited and the market was rather steady. Nigre for shipment was quoted at 6%c; soft oil, 7c; nearby Sumatra, 74,@7%c, and late 1937 at 6%c. The 1938 oil was offered at 5%c.

PALM KERNEL OIL.—The market was quiet at New York with April-June shipment quoted at 9@91/4c.

OLIVE OIL FOOTS.—Supplies are

#### SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 28, 1937.

There were moderate net changes for week in cotton oil futures. Crude was firm at 10c lb., Texas; 10½@10½c lb., Valley and Southeast. Mills continue to be limited and indifferent sellers. Bleachable, also soapstock and black grease, firm, holders expecting good upturns on favorable news from flood and strike areas. Foreign oils remain above domestic parity.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, January 29, 1937.— Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$37.00. Prime cottonseed oil was quoted at Dallas at 10c. scarce at New York and the market very firm but nominal at 11 1/2c.

PEANUT OIL.—There has been little in the way of trading in New York during the past week and the market was quoted at 10½@10¾c.

COTTONSEED OIL.—Valley Crude on Wednesday was quoted at 10.00 bid, 10.25 asked; Southeast, 10.12½ bid, 10.25 asked; Texas, 10.00 paid at common points, Dallas, 10.12½ nom.

Market transactions at New York:

#### Friday, January 22, 1937

		—Ra	inge-	Cl	osing-
					Asked.
Feb.				1040	a nom
Mar.	33	1142	1137		a 1140
April				1145	a nom
May	46	1150	1143	1146	a trad
June				1145	a nom
July	37	1152	1147	1150	a trad
Aug.				1150	a nom
Sept.	10	1150	1144	1146	a trad

#### Saturday, January 23, 1937

Feb.					1140	a nom
		7			1137	
April					1140 :	a nom
May		49	1143	1139	1143	a trad
June					1145	a nom
July		19	1147	1143	1146	a 1149
Aug.	9				1148	a nom
Sept.		7	1142	1140	1143	a 1145

#### Monday, January 25, 1937

Feb.				1135	a	nom
		1141				
April				1140	a	nom
May	52	1145	1136	1141	a	trad
June				1145	a	nom
July	44	1146	1140	1145	a	trad
Aug.				1145	a	nom
Sept.	23	1143	1139	1140	a	1143

#### Tuesday, January 26, 1937

		,, , ,	,	,		
Feb.				1140	a	nom
Mar.	34	1147	1140	1142	a	1144
April				1145	a	nom
May	80	1149	1141	1143	a	1145
June				1148	a	nom
July	64	1154	1145	1147	a	1149
Aug.				1150	a	nom
Sent	25	1150	1142	1145	9	1144

#### Wednesday, January 27, 1937

Feb.				1140	a	nom
Mar.	10	1149	1140	1141	a	40tr
April				1141	a	nom
May	48	1151	1141	1141	a	trad
June				1143	a	nom
July	39	1156	1147	1147	a	trad
Aug.				1147	a	nom
Sept.	31	1153	1144	1144	a	trad

#### Thursday, January 28, 1937

March		٠	1146	1140	1145	a		٠	
May .			1148	1139	1146	a			
July .			1152	1143	1150	a			
Sept			1144	1140	1146	8			

(See page 36 for later markets.)

#### **WEEK'S CLOSING MARKETS**

#### FRIDAY'S CLOSINGS

#### **Provisions**

Hog products continued under pressure of hedging and liquidation and lard was weak the latter part of week. Lower hogs and liberal hog receipts were influencing factors. Top hogs, \$10.00.

#### Cottonseed Oil

Cotton oil was barely steady on scattered liquidation, professional selling, weakness in lard, flood damage fears and talk of importations. Commission houses were buyers on a scale down. Southeast valley crude sold in a scattered way at 10½c lb.; Texas, 10c lb. Southeast seed quoted at \$45.00 per ton.

Quotations on bleachable cottonseed oil at close of market on Friday were: Mar. \$11.33@11.35; May, \$11.33; July, \$11.39; Sept. \$11.33@11.36. Tone steady; 160 sales.

#### Tallow

Tallow, extra 9 %c lb., f.o.b.

#### Stearine

Stearine, 11c lb. asked.

#### Friday's Lard Markets

New York, January 29, 1937.—Prices are for export. Lard, prime Western \$13.25@13.35, middle Western, \$13.15@13.25; city 13c; refined Continent, 13½c; South American 13½c; Brazil kegs, 13¾c; compound, 13½@13¾c in carlots.

#### **MEAT INSPECTION CHANGES**

Meat Inspection Withdrawn.—Cheshire Beef & Produce Co., Keene, N. H., and Cheshire Farm, Keene, N. H.; Foster Beef Co., Claremont, N. H.; Southern Meat Co., Anaheim, Calif., and The Weideman Co., Cleveland, O.

Meat Inspection Extended.—Armour and Company, Fort Worth, Tex., to include Jacob E. Decker & Sons, Inc.

Change of Name.—Swift & Company, Chicago, and Arnold Bros., Inc., and Perry Packing & Provision Co., instead of Arnold Bros., Inc., Swift & Company, Perry, Ia., and Arnold Bros., Inc., and Perry Packing & Provision Co., instead of Arnold Bros., Inc.

#### LARD AND GREASE EXPORTS

Exports of lard from New York City, week of January 23, 1937, totaled 203, 050 lbs.; greases 122,800 lbs.

Watch "Wanted" page for bargains.

#### BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, January 28, 1937—General provision market steady but dull; very poor demand for A.C. hams and pure lard.

Friday's prices were: Hams, American cut, 91s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 80s, Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 72s; Canadian Cumberlands, 70s; spot lard, 68s.

#### **MEAT AND LARD EXPORTS**

Exports of pork, bacon and lard through port of New York during week ended January 29, 1937, totaled 124,750 lbs. lard, 53,000 lbs. bacon and 10 bbls. of pork.

#### ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to January 29, 1937: To the United Kingdom, 112,922 quarters, to the Continent, 16,800. Last week to United Kingdom 71,718 quarters; to the Continent, 13,044.

#### Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes ½c per pound on a car of product he has saved \$37.50.

If he makes ¼c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at '4c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

#### CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 29, 1937, with comparisons, are reported as follows:

	PACKER	HIDES.		
W	eek ended	Prev.	Cor. week.	
	Jan. 29.	week.		1936.
Spr. nat.				
strs	@161/n	16%@16%n	15	@15%n
Hvy. nat.				G TO ME
strs	@16%ax	@16%a	x	@15ax
Hvy. Tex.				G
strs	@161/ax	@1614		@15ax
Hvy. butt brnd'	d			
strs	@161/ax	@161/2		@15ax
Hvy. Col.		-		
strs	@16ax	@16		@14%
Ex-light Tex.				0/2
strs	@14% 83	@14%	11	@1114
Brnd'd cows.	@14%ax	@1414	11	@1114
Hvy. nat.				
cows14	@14%	@141/4		@11% ar
Lt. nat. cows.14	@14%	@1414	11	
Nat. bulls	@11%	@11%		@10%
Brnd'd bulls.	@10%	@10%		@ 916
Calfskins24	@2614	24 @261/4	204	4@2314
Kips, nat	@171/n	@171/		@15ax
Kips, ov-wt	@16	@16		@14
Kips, brnd'd.	@1416	@14%		@12
Slunks, reg	@1.30	@1.30		@1.05
Slunks, hrls.	@60	@60		@35

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Light native, butt branded and Colorado steers ic per lb. less than heavies.

 \*CITY AND OUTSIDE
 SMALL
 PACKERS.

 Nat. all-wts.13½@14½
 13½@614½
 10
 @10½

 Branded
 .13
 @13½
 18
 41
 9½@10

 Nat. bulls
 .@10½
 @10½
 8
 8
 8½

 Brand'd bulls
 .@9½
 @9½
 7
 7%
 7%

 Calfakins
 .21
 22
 223½
 12½
 8
 12½

 Kips
 ...
 @15½
 @15½
 \$2.0
 12½
 \$2.0

 Slunks, reg
 .1.10@1.20
 1.0
 1.0
 2.0
 25
 @25n

 Slunks, hris
 @50n
 20
 @25n
 20
 22
 25

	COUNTR	Y HIDES.	
Hvy. steers10	%@11	11 @1114	@ 81/
Hvy. cows16	4011	11 @11%	@ 84
Buffs11	16@12	@1214	@ 9n
Extremes18	@131/4	131/2 @ 13%	@10n
Bulls 8	%@ 9	9 @ 914	@ 61/
Calfskins16	@161/2	161/2@17n	121/2@13
Kips13	@131/2	13%@13%	@ 91/
Light calf1	.10@1.20n	1.10@1.25	75 @90n
Deacons1	.10@1.20n	1.10@1.25r	75 @90n
Slunks, reg80		80 @90n	50 @65n
Slunks, hrls.15			
Horsehides4	.50@5.35	4.80@5.50	3.60@4.00
	@25n	15 @25n	10 @1

Horsehides4.50@5.35		3.60@4.00
SHEET	PSKINS.	
Pkr. lambs Sml. pkr.		2.40@2.50
lambs2.40@2.50 Pkr.	2.50@2.60	1.90@2.25
shearlgs1.40@1.50	1.40@1.50	@1.25ax

#### N. Y. HIDE FUTURE MARKETS

Saturday, Jan. 23, 1937—Close: Mar. 15.11 n; June 15.41@15.43; Sept. 15.66 sale; Dec. 15.86@15.95; sales 19 lots. Closing 2 higher to 5 lower.

Monday, Jan. 25, 1937—Close: Mar. 15.14 n; June 15.47@15.48; Sept. 15.72@15.74; Dec. 15.93 n; sales 33 lots. Closing 3@7 higher.

Tuesday, Jan. 26, 1937—Close: Mar. 14.93 sale; June 15.26 sale; Sept. 15.50 sale; Dec. 15.73@15.81; sales 145 lots. Closing 20@22 lower.

Wednesday, Jan. 27, 1937—Close: Mar. 14.89@14.95; June 15.24 sale; Sept. 15.50 sale; Dec. 15.73 n; sales 99 lots. Closing unchanged to 4 lower.

Thursday, Jan. 28, 1937—Close: Mar. 15.03 n; June 15.35 sale; Sept. 15.64@ 15.65 sales; Dec. 15.87 n; sales 56 lots. Closing 11@15 higher.

Friday, Jan. 29, 1937—Close: Mar. 15.21 n; June 15.55@15.60; Sept. 15.85 sale; Dec. 16.08 n; sales 78 lots. Closing 18@21 higher.

#### HIDES AND SKINS

WEEKLY MARKET REVIEW

#### Chicago

NS

o for

com-

week,

15¼n

15ax

15ax

15ax

14%

111%

11%ax

910% 9 9% 923% 15ax

214

01.05

RR

210

25n

81/<sub>2</sub> 81/<sub>2</sub>

9n

10n

290n

2.50

2.25

1.25ax

a 18%

ETS

: Mar.

15.66 lots.

Mar. 5.72@

Clos-

Mar. 15.50

5 lots.

Close:

les 99

: Mar.

5.64@

6 lots.

Mar.

. 15.85

Clos-

ioner

rer.

steers

PACKER HIDES.—Under the influence of lower hide futures prices, in sympathy with lower prices in most commodity markets during the earlier stages of the Ohio River valley floods, interest in the packer hide market practically disappeared early this week. Bids were lacking throughout most of the week, but with considerable recovery in the hide futures late in the week interest on the part of buyers is returning.

Packers have been inclined to wait out the situation, in view of the fact that they considered the long time prospects for the hide market as favoring eventually higher prices, despite periodic interruptions. Hides have been available at last trading prices, with big packers showing no disposition so far to accept less.

The only trading reported during the week was the movement by the Association of 1,000 Jan. heavy native cows at 14c and 3,000 Jan. light native cows at 14c, both ½c off, but in line with usual policy of selling hides each at best prices obtainable at the moment. An Indiana packer also sold 4,000 Dec. native steers at 16½c and 15½c for lights, and 1,500 Dec. extreme light native steers at 15c, these being washed hides which usually carry a premium of about ¼c.

Not a great deal of activity was expected in this market, with several of the Ohio River valley tanners flooded out, but the damage appears to have been confined to a few points.

OUTSIDE SMALL PACKER HIDES.—While outside small packer allweights have been quoted in a nominal way around 13½c, selected, f.o.b. nearby points, for good light avge. stock, buyers' ideas have been around 13½c usually, but with the better feeling in the trade late this week 13½c might be paid for good stock, brands ½c less. Chicago take-off only nominal at 14@14¼c.

PACIFIC COAST.—Dec. production fairly well cleaned up earlier on the Coast at 14c for steers and 124c for cows, flat, f.o.b. shipping points; one lot, held ½c higher, still unsold.

FOREIGN WET SALTED HIDES.—South American market eased off early but recovered most of loss. Late last week, 4,000 Sansinena steers sold at 105 pesos, equal to 16%c, c.i.f. New York, about steady. Early this week, 8,000 Anglos sold to the States at 103½ pesos or 16%c; 4,000 Wilson steers moved at 102½ pesos or 16%c; 2,000 Sansinenas followed at 103½ pesos or 16%c, with 8,000 Armour LaPlatas going later at 104¼ pesos or 16-13/16.

COUNTRY HIDES.—Prices in the country hide market are not very well established. Offerings have been more

liberal, as usual during apparent easiness in the packer market, but some holders keep their ideas of value about 4c over prices obtainable. Untrimmed all-weights are quoted 11@114c, selected, delivered Chicago, and 10½@10%c, flat, Chicago. Heavy steers and cows 11@114c trimmed and 4c less untrimmed. Trimmed buff weights range around 11½c, although some still talk up to 12c, and untrimmed around 10%@11c. Trimmed extremes reported to have sold at 13c, although higher is asked, some still talking 13%c; untrimmed quoted 12½c. Bulls around 8%@9c; glues 8%@8½c flat. Allweight branded 10@10½c, flat.

CALFSKINS .- There was further trading at close of last week and early this week on packer calfskins at unchanged prices. One packer moved 10,-000 Detroit, Cleveland and Evansville Dec. calf at 25 1/2 c for heavies, usual 1/2 c premium for those points; another packer sold 10,000 Dec. lights under 9½ lb. at 261/2c, steady with the sale reported earlier, while 15,000 lights moved in another direction same basis. One lot of 4,000 Dec. northern heavies 91/2/15 lb. sold at week-end and 4,000 more early this week at 25c, steady. One large producer is well sold up on Dec. calf except for few southerns but interest slacked off during the week and some Dec. calf still unsold, with steady prices asked.

Trading awaited to clarify the market on Chicago city calfskins. Bids of 22c were reported late mid-week for 8/10 lb., with 23c asked, and offerings reported to have been made at lower prices lack confirmation; last confirmed sale on 10/15 lb. was at 21½c, with some collectors cleaned up. Outside cities, 8/15 lb., quoted around 21½@22c; mixed cities and countries 19@19½c; straight countries 16@16½c. Total of about 25,000 Chicago city light calf and deacons sold at \$1.57½, or 12c down from last week's asking price.

KIPSKINS.—There was also further trading at close of last week on packer kips at prices previously reported. A second packer sold 4,000 Dec. southern over-weights at 15c, steady basis, and two packers each moved 3,500 Dec. branded kips at the 14½c price established earlier. No trading reported yet on native kips, with some available at 17½c for northerns; over-weights available at 16c for northerns.

Chicago city kips are quoted nominally around 15½c, with holdings very light. Outside cities 15@15¼c nom.; mixed cities and countries 14@14½c; straight countries 13@13½c.

Packers moved their Dec. regular slunks previous week at \$1.30.

HORSEHIDES.—While this market has been very strong recently, it appears to have slowed up considerably this week and turned easy. Choice city renderers, with full manes and tails, sold rather freely in this market at \$5.25@5.50, selected, f.o.b. nearby points, with \$5.25 @5.35 now generally quoted; ordinary trimmed renderers quoted \$4.75@5.00, delivered Chicago; mixed city and country lots \$4.50@4.75, Chicago.

SHEEPSKINS.—Dry pelts quotable around 23@23½c per lb., delivered Chicago, for full wools. One big packer sold 6,000 shearlings this week at unchanged prices, No. 1's at \$1.50, No. 2's at \$1.20 and No. 3's at 90c, and sellers quote market firm on this basis; buyers' ideas are usually 10@15c less at present. Pickled skins, with current production running rather poor quality, are considerably easier; sales were made at \$8.25 per doz. early, followed by further trading at \$8.00 for packer lambs, as against \$8.50 couple weeks back; reports of sales at prices lower than \$8.00 have not been confirmed, but buyers' ideas reported as low as \$7.50 later. Packer lamb pelts sold last week at \$3.871/2 per cwt. live lamb, but market quiet and, while \$3.75@3.85 is usually asked, buyers' ideas are \$3.60@3.75. Trade in pulled wool has been light and market quiet, having been run up rather fast recently. Outside small packer lambs range \$2.40@2.50 each, according to lots.

#### New York

PACKER HIDES.—Market in a waiting position, pending some action in western market. One packer still holding couple cars Nov.-Dec. native steers; others sold up earlier to end of Dec. No action as yet on January hides.

CALFSKINS.—Sales of calfskins were made this week at prices 5@15c lower; collectors sold about 10,000, with 5-7's going at \$1.85, 7-9's at \$2.40 and 9-12's at \$3.05. Packer 5-7's quotable around \$1.95 nom., 7-9's about \$2.60, while 9-12's are reported to have sold at \$3.274.

#### BIDS FOR DROUGHT HIDES

Bids to be opened February 18 were requested late this week by the Federal Surplus Commodities Corp., 1901 D Street, N. W., Washington, D. C., on another large offering of 195,308 drought cattle hides, 414 kipskins and 4,174 calfskins, identified by catalogue No. 16, and divided into 54 separate lots. Take-off includes packer, small packer and Pacific Coast hides, and also a number of small lots of packer take-off from the emergency slaughter during 1936.

Points of storage and inspection dates are as follows: Kingan & Co., Indianapolis, Ind., February 8; Lyndonville Ice & Cold Storage Co., Lyndonville, N. Y., February 10; Armour and Co., Omaha, Nebr., February 10; Medina Cold Storage Co., Medina, N. Y., February 11; Armour and Co., So. St. Paul, Minn., February 11.

According to best information available this offering comprises about onethird of all the drought hides remaining in storage.

#### LIVE STOCK MARKETS \*

#### WEEKLY REVIEW

#### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, January 28, 1937, as reported by the U. S. Bureau of Agricultural Economics:

as reported by the U.S. Bure	eau of Ag	ricultural E	conomics		
	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt., 140-160 lbs., Good-choice	9.00@ 9.75 8.40@ 9.00	\$ 9.00@ 9.65 \$ 8.25@ 9.40	8.25@ 9.15 8.00@ 8.75	\$ 8.60@ 9.50 \$ 7.85@ 9.15	8.75@ 9.50 8.50@ 9.35
Lt. wt., 100-180 lhs., Good-choice	9.60@ 9.85 8.75@ 9.75	9.50@10.10 8.75@10.00	8.75@ 9.35 8.50@ 9.15	9.15@ 9.70 8.50@ 9.35	9,35@ 9.55 9.00@ 9,45
Lt. wt., 180-200 lbs., Good-choice	9.75@10.00 9.25@ 9.85	10.00@10.15 9.25@10.00	9.15@ 9.50 8.85@ 9.40	9.35@ 9.75 9.10@ 9.50	9.45@ 9.60 9.25@ 9.50
Med. wt., 200-220 lbs., gd-ch 220-250 lbs., gd-ch	9.85@10.00 9.85@10.00		9,40@ 9.60 9.50@ 9.60	9.50@ 9.80 9.60@ 9.80	9.50@ 9.70 9.55@ 9.75
Hvy. wt., 250-290 lbs., gd-ch	9.85@10.00	9.85@10.10 9.70@10.00	9.50@ 9.65 9.60@ 9.65	9.60@ 9.80 9.55@ 9.75	9.70@ 9.75 9.55@ 9.75
PACKING SOWS:	0.1045 0.00	0.1032.0.00	0.00	0.000	5.50 tg 5.15
275-359 lbs., good	9.35@ 9.65 9.25@ 9.55 9.10@ 9.45 7.75@ 9.45	9,35@ 9.60 9,25@ 9.50 9,10@ 9,40 8,25@ 9,35	9.15@ 9.25 9.10@ 9.25 9.00@ 9.25 8.75@ 9.10	9.25@ 9.40 9.15@ 9.35 9.00@ 9.25 8.25@ 9.25	9.25@ 9.30 9.25@ 9.30 9.15@ 9.30 8.50@ 9.25
SLAUGHTER PIGS, 100-140 lbs.: Good-choice Medium		6.25@ 9,15 5.25@ 8.90	7.00@ 8,50 6.50@ 8.25	7.75@ 8.85 7.50@ 8.60	6.75@ 9.00 6.25@ 8.75
Slaughter Cattle, Calves and Vealers:					
STEERS, 550-900 lbs.,					
Choice Good Medium Common (plain)	9.50@12.00	11.00@12.50 8.75@11.50 7.25@ 9.25 6.00@ 7.50	11.25@12.75 9.50@11.50 7.50@ 9.50 5.50@ 7.50	11.25@12.75 9.00@11.75 7.25@ 9.25 5.75@ 7.25	10.25@12.35 9.00@11.15 6.60@ 9.15 5.00@ 7.00
STEERS, 900-1100 lbs.,					
Prime Choice Good Medium Common (plain)	12.00@13.25 9.50@12.00	9.256911.75	11.50@12.75 9.50@11.50 7.50@ 9.50 5.50@ 7.50	7.25@ 9.75	11.15@12.75 9.15@11.50 7.00@ 9.15 5.50@ 7.15
STEERS, 1100-1300 lbs.,					
Prime Choice Good Medium	$12.00 \times 13.25$	11.75@12.75	11.75@12.75 9.50@11.75 7.50@ 9.50	9.75@11.75	11.50@12.75 9.15@11.50 7.15@ 9.40
STEERS, 1300-1500 lbs., Prime Cho*ce Good	12.50@14.13 11.75@13.25 10.00@12.25	11.75@12.75 9.75@11.75	11.75@13.50 11.50@12.75 9.75@11.75	11.50@12.75	11.35@12.75 9.40@11.65
HEIFERS, 550-750 lbs.,					
Choice Good Common (plain), medium	11.00@12.00 8.50@11.00 5.50@ 8.50	9.75@10.75 8.25@ 9.75 5.25@ 8.25	10.00@11.25 8.25@10.00 4.50@ 8.25	7.75@ 9.75	9.75@11.00 7.60@10. <del>0</del> 0 4.75@ 7.85
HEIFERS, 750-900 lbs., Good-choice	8.25@12.00 5.50@ 8.50		8.00@11.25 4.50@ 8.25	7.75@11.00 5.00@ 7.75	7.75@11.00 4.85@ 8.00
COWS: Choice Good Common (plain), medium Low cutter-cutter	6.00@ 6.75 4.75@ 6.00	5,50@ 6,50 4,50@ 5,50	5.75@ 6.50 4.50@ 5.75 3.25@ 4.50	6.25@ 7.00 4.50@ 6.25 3.25@ 4.50	6.00@ 6.65 4.50@ 6.00 3.35@ 4.50
BULLS (Yearlings excluded),					
Good (beef) Cutter, com. (plain), med	6.00@ 6.75 5.00@ 6.50	6.25@ 6.75 4.50@ 6.50	5.75@ 6.50 4.50@ 6.00	6.00@ 6.35 4.50@ 6.00	5.85@ 6.35 4.35@ 6.00
VEALERS:  Good-choice  Medium  Cull-common (plain)	7.50@ 9.50	9.50@11.60	9,00@10.50 7.00@ 9,00 4.50@ 7.00	9.00@11.50 7.00@ 9.00 4.50@ 7.00	9.00@11.50 7.00@ 9.00 4.50@ 7.00
CALVES, 250-500 lbs., Good-choice	5.50@ 7.50 4.50@ 5.50	6.25@ 9.00 4.75@ 6.25	6.00@ 9.00 4.50@ 6.00	6.00@ 8.50 4.00@ 6.25	7.00@ 9.25 4.50@ 7.00
Slaughter Lambs and Sheep:					
LAMB8: Choice Good Medium Common (plain)	8.50@10.00	0 10.00@10.50 0 8.50@10.00	9.75@10.46 9.25@ 9.73 8.50@ 9.22 7.50@ 8.56	9.25@ 9.85 8.25@ 9.25	10.00@10.25 9.50@10.00 8.50@ 9.50 7.50@ 8.50
EWES:					
Choice	4.75@ 6.10 3.25@ 4.75	0 4.50@ 5.75 5 8.00@ 4.50	4.25@ 5.56 2.75@ 4.25	9 4.75@ 5.60 5 2.75@ 4.75	4.75@ 5.75 8.25@ 4.75

#### CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.) Chica Kans Omah East St. J Sioux Wich Fort Phila India New Okla Cinc Denv St. I

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Des Moines, Ia., Jan. 28, 1937—At 22 concentration points and 9 packing plants in Iowa and Minnesota hog receipts were very light following the heavy movement last week end. Week's market was rather slow. Closing undertone was weak. Prices, compared with last Saturday, were mostly 40@45c lower on butchers. Sows were unevenly 20@35c lower, spots 45c off. Current prices of good to choice hogs, 200 to 325 lbs., by truck, at plants and stations, \$9.45@9.55; long hauled plant deliveries, \$9.65 and rail consignments at plants around \$9.80. Most good 180 to 200 lb. hogs, \$9.20@9.45; 160 to 180 lb., \$8.25@9.20; mixed grades of light lights, \$7.50@8.25. Good packing sows, 425 lbs. down, off truck, \$9.05@9.20, best off cars \$9.40.

Receipts week ended January 28, 1937.

	This week.	Last week.
Friday, Jan. 22	15,300	10,500
Saturday, Jan. 23	34,200	16,500
Monday, Jan. 25	82,200	38,600
Tuesday, Jan. 28	15,600	15,400
Wednesday, Jan. 27	16,400	20,600 .
Thursday, Jan. 28	16,500	13,900

#### **CANADIAN LIVESTOCK PRICES**

BUTCHER STEERS. Up to 1,050 lbs.

Top Prices	Week ended Jan. 23.	Last week.	Same week 1936.
Toronto	8 7.00	8 7.25	\$ 6.50
Montreal		7.50	6.50
Winnipeg		6.75	5.75
Calgary		6.65	5.50
Edmonton		6.75	5.25
Prince Albert		4.50	3.00
Moose Jaw		5.75	5.00
Saskatoon		5.00	5.00
,	VEAL CALVES		
Toronto		\$12.00	\$11.00
Montreal		10.00	9.50
Winnipeg		9.50	8.00
Calgary		6.25	6.00
Edmonton		6.50	6.00
Prince Albert	5.00		
Moose Jaw	6.00	6.00	6.50
Saskatoon		7.50	5.50
	BACON HOGS.		
Toronto	\$ 8.35	\$ 8.75	\$ 8.75
Montreal (1)	8.50	8.75	9.00
	7.50	7.75	8.00
Winnipeg (1)			
Winnipeg (1) Calgary	7.35	7.85	7.50
Calgary	7.35		7.50
Calgary Edmonton	7.85 7.25 7.25	7.85 7.65 7.50	7.50 7.75
Edmonton Prince Albert	7.35 7.25	7.85 7.65	7.50

GOOD LAMBS.		
Toronto\$10.50	\$10.00	\$ 9.15
Montreal 9.75	8.00	8.00
Winnipeg 8.25	8.00	7.50
Calgary 7.25	7.00	6.75
Edmonton 7.50	6.75	
Prince Albert 7.00	****	1111
Moose Jaw 7.00	7.00	6.60
Saskatoon 7.00	6,75	6,50

Watch Classified page for bargains.

#### **SLAUGHTER REPORTS**

Special reports to THE NATIONAL PROVI-SIONER show the number of livestock slaughtered at 16 centers for the week ended January 23, 1937.

CATT	LE.		
J	Week ended an. 23.	Prev. week.	Cor. week, 1936.
	30,370	34,808	24,952 19.801
	21,420	26,157	
	15,073	18,804	18,301
	19,044	18,650	21,251
St. Joseph	5,732	6,478	7,519
Sioux City	6,788	9,694	10,524
Wichita*	5,561	4,240	3,865
Fort Worth	5,538	6,978	8,536
Philadelphia	2,283	2,478	1.916
Indianapolis	1.973	2,748	2,237
New York & Jersey City.	9,562	10,111	7,457
Oklahoma City*	10,826	11,828	7,160
		4,053	3,412
Denver	4,119	5.284	1.035
St. Paul	11,066	14.028	9,657
Milwaukee	2,261	3,964	1,616
Total1	51,616	180,303	149,239

NG ural At 22

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Veek's

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sows. , best

1937.

Last week.

10,500

16,500 38,600

15,400

13,900

Same week 1936.

\$ 6.50 6.50 5.75 5.50 5.25 3.00 5.00

\$11.00 9,50 8.00 6.00 6.00

\$ 8.75 9.00 8.00 7.50 7.75 7.75 7.60

a "fed

\$ 9.15 8.00 7.50 6.75

rains.

oner

82 79,026 82 44,543 61 31,858 87 70 18,435 81 25,985 552 4,905 45 9,812 84 13,945 14,739 34 38,606 930 7,372 38 11,882 558 7,189
82 44,543 61 31,858 87 52,934 70 18,435 52 4,905 52 4,905 45 9,812 84 13,964 552 14,739 34 38,606 30 7,372 31,382 558 7,189
82 44,543 61 31,858 87 52,934 70 18,435 52 4,905 52 4,905 45 9,812 84 13,964 552 14,739 34 38,606 30 7,372 31,382 558 7,189
661 31,858 87 52,934 70 18,435 81 25,985 52 4,905 45 9,812 14,733 34 38,606 30 7,372 38 11,882 58 7,189
87 52,934 70 18,435 81 25,985 45,905 45 9,812 184 13,964 552 14,739 34 38,606 30 7,372 11,882 158 7,189
70 18,435 81 25,985 552 4,905 45 9,812 184 13,964 152 14,739 34 38,606 30 7,372 38 11,882 7,189
81 25,985 52 4,905 45 9,812 84 13,964 952 14,739 34 38,606 830 7,372 138 11,882 7,189
152   4,905   45   9,812   13,964   14,739   14,739   130   7,372   138   11,882   158   7,189
45     9,812       384     13,964       52     14,739       34     38,606       30     7,372       38     11,882       58     7,189
384 13,964 14,739 34 38,606 30 7,372 11,882 7,189
34 38,606 30 7,372 38 11,882 7,189
34 38,606 30 7,372 38 11,882 58 7,189
30 7,372 38 11,882 58 7,189
11,882 7,189
58 7,189
398 22,836
020 7,063
374 390,149
30 52,512
239 19,673
710 27,900
321 8.041
789 20,114
248 25,852
711 5,412
896 4,178
384 4,837
243 2,796
084 67,171
345 2.324
188 3,062
386 4,003
428 19,903
007 2,076

tNo figures report because of flood.

#### PACIFIC COAST LIVESTOCK

Receipts during the five days ended January 22, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	.1,685	2,398 110 310	1,056 $2,000$ $4,175$	3,033 $4,325$ $4,850$
DIRECTS—Los Ang 134 cars: sheep, 135 365 head: calves, 110 500 head.	cars.	San Fra	ncisco:	Cattle,

#### RECEIPTS AT CHIEF CENTERS

Week ended January 23, 1937:

At 20 markets:

are so marmore.	Cattle.	Hogs.	Sheep.
Week ended Jan. 23	186,000	344,000	302,000
Previous week		494,000	361,000
1936		380,000	302,000
1935		386,000	284,000
1934	198,000	762,000	290,000
At 11 markets:			
			Hogs.
Week ended Jan. 23			.315,000
Previous week			.418,000
1936			.314,000
1935			
1934			
1933			.525,000
1932			.754,000
At 7 markets:			
	Cattle.	Hogs.	Sheep.
Week ended Jan. 23	125,000	238,000	214,000
Previous week	168,000	366,000	229,000
1936	135,000	273,000	210,000
1935	139,000	289,000	196,000
1934	154,000	595,000	211,000
1933	128,000	467,000	235,000
1099	197 000	004.000	909 000

#### **NEW YORK LIVE STOCK**

Receipts week of January 23, 1937:

Cattle.	Calves.	Hogs.	Sheep.
Jersey City 4,050 Central Union 2,268 New York 119	7,263 $1,625$ $1,815$	5,392 $164$ $16,782$	18,032 9,750 13,900
Total	10,703 12,538 13,535	22,438 24,043 23,108	41,682 62,463 60,158

#### CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 27,239 cattle, 5,351 calves, 50,710 hogs and 32,497 sheep.

Watch Classified page for bargains in equipment.

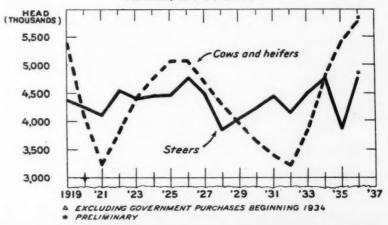
#### **COW AND HEIFER SLAUGHTER LARGEST IN 17 YEARS**

CLAUGHTER of cows and heifers under federal inspection in 1936 was the largest in 17 years, but it represented a smaller proportion of total slaughter than in 1935. This does not necessarily show liquidation of breeding stock, since a large proportion of heifers are always destined for beef use.

Steer slaughter was slightly smaller than commercial slaughter of steers in 1934, but larger than in all other years since 1918.

Total slaughter of cattle in 1936 was the second largest commercial slaughter on record. (Chart by U. S. Bureau of Agricultural Economics.)

#### FEDERALLY-INSPECTED SLAUGHTER OF STEERS AND COWS AND HEIFERS, 1919 TO DATE





#### BEMIS BLEACHING CLOTHS Spotlight Your Beef

Made whiter, cleaner, and smoother by Bemis Bleaching cloths, your beef attracts the eyes of retailers and consumers. Sales are easier at better prices.

Ask for a sample of our specially processed material—double-hemmed to prevent raveling. It's highly absorbent and unusually durable.

BEMIS BEEF Bleaching [LOTHS BEMIS BROOKLYN

THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

#### **PACKERS' PURCHASES**

Purchases of livestock by packers at principal centers for the week ending Saturday, January 23, 1937, as reported to The National Provisioner:

#### CHICAGO.

Catt	le. Hogs.	Sheep.
Armour and Co 4.23	78 6,422	8,030
Swift & Co 4,00	6,533	18,323
Morris & Co 1,63		8,137
Wilson & Co 3,73		9,394
Anglo-Amer. Prov. Co 90		
G. H. Hammond Co 2,86		
Shippers 9,9		8,016
Others12,8	10 25,767	6,138
Brennan Packing Co., 1,409 hos	s: Western	Pack-

Erennan Packing Co., 1,409 hogs; Western Packing Co., Inc., 4,103 hogs; Agar Packing Co., 5,030 Total . . . . . 5,538 4,095 7,810 5,118 hogs.

Total: 40,223 cattle; 7,690 calves; 67,978 hogs; 57,038 sheep.

Not including 94 cattle, 481 calves, 29,319 hogs and 13,473 sheep bought direct.

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co	2.191	672	1.714	6,432
Cudahy Pkg. Co		1,052	859	10,444
Morris & Co	1.405	968		4,886
Swift & Co	2,173	1.055	1.260	10,001
Wilson & Co		889	979	7,778
Indep. Pkg. Co			148	
Kornblum Pkg. Co		575	8.824	5.404
Others IIIIIII	0,010			
Total		5,211	8,279	44,945
Not including 22.76				

			Cattle and										
										_	Calves.	Hogs.	Sheep.
Armour a	nd (	Co.									3,181	5,380	3,644
Cudahy F	kg.	Ce			0 1				9		4,228	8,690	4,441
Dold Pkg.												3,447	
Morris &												219	1,935
Swift & (	30				0 1			0	0		4,519	2,815	5,090
Others									۰			13,530	
		-000		-	-								-

Eagle Pkg. Co., 19 cattle; Grt. Omaha Pkg. Co., 160 cattle; Geo. Hoffman Pkg. Co., 24 cattle; Lewis Pkg. Co., 430 cattle; Comaha Pkg. Co., 158 cattle; John Roth & Sons, 163 cattle; So, Omaha Pkg. Co., 101 cattle; Lincoln Pkg. Co., 367 cattle; Nagle Pkg. Co., 58 cattle; Wilson & Co., 276 cattle.
Total: 16,138 cattle and calves; 29,081 hogs; 15,110 sheep.
Not including 66 cattle, 3,457 hogs and 6,225 sheep bought direct.

#### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co	2,296	2.101	5,382	4.476
Swift & Co		8,515	6,231	4,575
Morris & Co	1,482	857	929	
Hunter Pkg. Co		576	2,641	1,428
Heil Pkg. Co			2,680	
Krey Pkg. Co			2,410	****
Laciede Pkg. Co			1,167	****
Shippers	3,089	4,024	17,762	469
Others	3,891	199	20,321	542
Total	14,885	11,272	59,523	11,490
Not including 2,35	1 cattle	, 3,791	calves,	114,381
hogs and 663 sheep b	ought d	irect.		

#### ST. JOSEPH.

Swift & Co Armour and Co Others	1,788 2,253	Calves. 672 551 18	Hogs. 5,236 5,136 1,618	Sheep 7,56 3,16
Total			11,990 direct	10,73

#### SIOUX CITY.

			Cattle.	Calves.	Hogs.	Sheep.
Cudahy Armour Swift & Shippers Others	Co	0	2,141 1,717 1,546	184 166 244 90 9	5,775 5,669 3,188 4,952 49	3,993 4,391 4,410 684 24
Total			7.731	693	19.633	13.502

#### OKLAHOMA CITY.

Armour and Co Wilson & Co Others		3,327 2,913	Calves. 1,858 2,506 13	Hogs. 2,249 2,238 695	978 991
Total			4,372	5,182	
Not including 1	19	cattle	and 785	hogs	bough

#### WICHITA.

Cudahy Pkg. Co Dold Pkg. Co	1,187 574	1,315 84	Hogs. 1,445 1,036	Sheep. 5,825
Wichita D. B. Co				*****
Dunn-Ostertag Fred W. Dold		*****	220	*****
Sunflower Pkg. Co	53		59	*****
So. West Beef Co Pioneer Cattle Co	17		****	*****
Floneer Cattle Co	7.1	*****		*****
Not including 63 direct.		1,399 and 1,867	2,760 hogs	5,850 bought

#### DENVER.

		Cattle.	Carves.	Hogs.	oneep.
rmour	and Co	1,061	228	2.842	8,808
wift &	Co	915	224	3,970	12,519
udahy	Pkg. Co	920	133	2.069	1.865
			164	1,679	229
Total		4,028	749	10,060	23,421

#### FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co	2,804	1.849	3.344	2.601
Swift & Co		2,088	3,445	2.517
City Pkg. Co		100	315	
Blue Bonnet Pkg. Co.		40	145	
H. Rosenthal Pkg. Co	. 48	9	62	

#### MILWAUREE

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co		5,481	7,390	1,293
Omaha Pkg. Co., Ch.,				
Armour and Co., Mil. N. Y. B. D. M. Co		2,732	****	
R. Gums & Co		17		*****
Shippers		21	31	4
Others	625	526	78	162
Total	3 667	8 777	7 494	1 450

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co	3,098	2,566	10,063	7,546
Cudahy Pkg. Co	924	1,323		
Swift & Co	5,031	4,170	11.038	16,494
Morris Rifkin		18		
United Pkg. Co	1,729	218		
Others	1,489	336	8,506	935

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co	1,971	652	10,378	2,454
Armour and Co	1,400	122	1,833	
Hilgemeier Bros	. 8		1,038	
Stumpf Bros			104	
Ind. Prov. Co		11	118	
Meier Pkg. Co	83	6	232	
Maass Hartman Co.	46	. 5		
Wabnitz and Deters.		100	170	2
Shippers	. 2,613	1.341	17,428	13,683
Others	577	71	188	491
Total	6.802	2.308	31.484	16.630

#### RECAPITULATION.

#### CATTLE.

Week ended Jan. 2	Prev.	Cor. week, 1936.
Chicago 40,233	2 46.142	33,111
Kansas City 16,200	9 20.124	15,296
Omaha* 16.139	8 18,772	18,320
East St. Louis 14,880		17,191
St. Joseph 5,280		7.317
Sioux City 7.73:	1 11,301	13,044
Oklahoma City 6,431		4,470
Wichita 2.163		2,807
Denver 4,02		2,954
St. Paul 12,556		10,238
Milwaukee 3,66		1,640
Indianapolis 6,80		5.850
Cincinnatit		3.084
Ft. Worth 5,588		8,536

Total ......141,672 175,295 143,358 \*Cattle and calves.

#### HOGS.

Ohlesse	0.0		
Chicago	67,	973 89,949	52,464
Kansas City	8,	279 11,770	20.364
Omaha	29.	081 49,747	44,620
East St. Louis.	59.	523 68,215	65,091
St. Joseph	11.	990 14,980	22,342
Sioux City	19.	633 38,890	28,245
Oklahoma City	5.	182 6,346	7,180
	2.	760 3,422	4.123
Denver	10,	060 114,938	10,259
St. Paul	29.	607 61,728	19,732
Milwaukee	7.	494 10.026	7.077
Indianapolis		484 31,960	21.345
		13,461	11,413
Ft. Worth		310 6,745	9,812
Total	290,	876 422,177	324,067

Chicago 57,038	46,431	64.281
Kansas City 44,945	43,239	19,673
Omaha 15,110	21,739	27,366
East St. Louis 11.490	9.542	10.145
St. Joseph 10,735	14.044	20,542
Sioux City 13,502	14.808	30,323
Oklahoma City 1,966	2.345	2,324
Wichita 5,850	2,711	5,412
Denver 23,421	128,823	35,284
St. Paul 24,975	31.980	20,342
Milwaukee 1.459	2,007	2,106
Indianapolis 16,630	12,621	7,842
Cincinnatit	1.444	555
Ft. Worth 5,118	4,896	4,178
Total 222 220	200 000	050 070

†Figures not received because of flood. ‡Revised figures.

#### CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

#### RECEIPTS.

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Cattle.	Calves	Hogs.	Sheep,
Mon., Jan. 1817.243	2.662	21.968	20,389
Tues., Jan. 19 7,298	2,251	21,391	7.058
Wed., Jan. 20 7,985	1.335	15,335	10,765
Thurs., Jan. 21 4,924	849	12,489	15,509
Fri., Jan. 22 2,032	516	16,296	11.558
Sat., Jan. 23 100	100	9,000	5,000
Total this week 39,582	7.713	96,429	70,279
Previous week49,424	8,179	128,165	67,057
Year ago32,930	4.306	79,547	65,528
Two yrs. ago44,048	9,175	113,299	70,446

BHIPME	NTS.		
Cattle	. Calves.	Hogs.	Sheep,
Mon., Jan. 18 2,729	98	3,455	2,199
Tues., Jan. 19 1,934	236	3.856	972
Wed., Jan. 20 2,923	181	1.501	708
Thurs., Jan. 21 1,751	400	2,550	2,962
Fri., Jan. 22 586	26	4,811	1.174
Sat., Jan. 23 500		1,000	1,000
Total this week 10,423	891	17.178	9.015
Previous week11,762	1,529	14.942	7.657
Year ago 8,181	1,013	15,722	14.284
Two years ago 9,137	1,275	19,217	18,534
Total receipts for Januar	y and yea	ir to da	ite:
	1000		

Cattle Calves Hoga Sheep

WE	2	8	H	g	L	X		A	ľ.	V	1	2	R	1	L	GE PRI	CE OF	LIVEST	COCK.
																Cattle.	Hogs.	Sheep.	Lambs.
Week		6	n	d	le	e	ì	1	is	li	a,		2	M	3.	\$10.85	\$10.20	\$5.50	\$10.35
Previ	0	13	18		١	V	e	el	k							10.85	10.30	5.50	10.40
1936																9.45	10.15	5.25	10.55
1935																9.60	7.85	4.10	8.75
1934																5.45	3.40	3.50	8,80
1933																4.85	3.25	2.00	6.00
1932		0		6					0							6.65	3.85	2.85	6.60
Av 1	10	M	25		1	g	R	B								87 90	85.70	89.45	90.00

#### SUPPLIES FOR CHICAGO PACKERS.

																	Cattle.	Hogs.	Sheep.	
Week	€	1	ıć	le	26	ì	,	J	D	n	1	25	1.				29,159	79.256	61.264	
Previo	u	8		¥	re	86	el	k								٠	37.848	113,206	56,781	
1936 .																	25,078	68,594	51.846	
1935 .						į.											32,226	95,797	49,442	
1934		0			0												35,900	189.200	49,500	
1933																	91 599	197 989	KD 202	

#### HOG RECEIPTS, WEIGHTS AND PRICES.

																		N	0.		Av		-	-	Pr	ice	-	_
																1	R	ec	'd		Wt		5	<b>Fop</b>			Av.	
Week		•	16	n	d	В	d	-	J	R.	n.	5	23	١.			91	3.	400	)	288	3	8	10.	50	1	\$10.5	20
Previ	0	u	18	ì	¥	Ç	e	el	k			 				1	25	3.	16	5	289	9		10.	65		10.3	30
1936																	71	9.	54	7	28	7		10.	70		10.	15
1935																1	13	3.	294	9	231	1		8.	20		7.	85
1934									۰							2	11	1.	87	4	23	7		3.	75		3.	40
1933						٠		۰								1	5:	2	280	8	236	B		3.	85		3.5	25
1932			a			0		۰	0							2	3	3,	110	9	233	3		4.3	20		8.	85
Av.		1	18	38	35	2-	1	93	84	8					-	1	51	9,6	000	0	285	2	-	\$6.	10	-	85.	70
Red Jan.																			ei	gh	ts	fo	r	we	ek	e	ndi	ıg

#### CHICAGO HOG SLAUGHTERS.

			_	_	_		-	-	-		_	-	-	-		_	_	•	_	-	-	-	-	-	_	-	-	-	•				
Hogs																																	
Week Previous	end	lec	1	J	8	1.83			2	2		1	19	3	7															.1	02	2,6	87
Year a	us Igo	w	e	es				۰																							71	0.00	$\frac{04}{26}$
1935																																	

#### CHICAGO HOG PURCHASES.

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, January 29, 1937:

	Week ended January 28.	Prev. week.
Packers' purchases Direct to packers		53,302 26,519
Shippers' purchases		16,745
Total	123,647	96,566

#### STOCKERS AND FEEDERS

Shipments from 12 principal markets during December, with comparisons:

(	calves.	Hogs.	Sheep.
December, 1936	166,414	16,488	81,066
November, 1936	251,658	14,266	258,155
December, 1935	165,023	22,771	84,850
June 27, '36— Jan. 8, '37	1,418,749	155,440	1,578,202
June 29, '35—	1 478 849	103 220	1.565,892

MOTOR TRUCK RECEIPTS

More than 731/2 million head of meat animals were brought to the thirteen large markets by truck during the past three years. In 1934, when drought marketings were heavy, the number totaled 27½ million. This dropped to approximately 21 million head in 1935, when hogs were scarce, and increased to over 25 million in 1936.

Truck receipts of each class of animals during each of the past three years are reported as follows:

	1936.	1935.	1934.
Cattle	6,180,289	5,317,058	5,450,893
Calves	2,382,685	2,226,775	2,281,067
Hogs	12,554,815	8,928,960	15,971,606
Sheep	4,011,341	4,869,858	3,846,677

#### **CATTLE ON FEED**

Cattle on feed in the eleven Corn Belt states on January 1, 1937, was 23 per cent smaller than the number on feed a year earlier, according to estimates of the Bureau of Agricultural Economics. The number on feed January 1 this year, however, was estimated to be about 10 per cent larger than the number on feed January 1, 1935 following the 1934 drought. In the Western states the number on feed was somewhat larger than a year earlier, and nearly twice as large as on January 1, 1935.

Cattle on feed in the eleven Western states and Texas and Oklahoma on January 1, 1937 is estimated as 10 per cent larger than the number on January 1, 1936, and twice as large as the number on January 1, 1935. The number this year is probably a record for this group of states and is 56 per cent above the 1930-1934 average. Shipments of feeder cattle into the Lancaster, Pa., feeding area indicate that about the same number of cattle will be fed there this year as last.

Decrease in cattle feeding in the Corn Belt states this year was nearly all in the Western Corn Belt, with the largest decreases in states West of the Missouri river. Decrease in the Eastern Corn Belt is estimated at about 31/2 per cent and in the Western Corn Belt at 33 per cent. As a result of the droughts

CATTLE, head

CALVES, head

HOGS, head

SHEEP, head

of 1934 and 1936 there has been a material shift in the relative volume of cattle feeding as between the two corn belt areas. Compared with January 1, 1934, the number on feed January 1, 1937 in the Eastern Corn Belt is somewhat larger, while in the Western Corn Belt number is reduced 50 per cent.

#### MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.) WESTERN DRESSED MEATS

	N	EW YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending Jan. 23, 1937	9,252	2,814	2,283
	Week previous	10,312	3,126	2,258
	Same week year ago	9,580	2,263	2,407
COWS, carcass	Week ending Jan. 23, 1937	2,060	1,769	2,235
	Week previous	1,580	1,902	2,153
	Same week year ago	2,3311/4	1,328	2,135
BULLS, carcass	Week ending Jan. 23, 1937	224	398	25
	Week previous	691	491	12
	Same week year ago	2521/4	327	10
VEAL, carcass	Week ending Jan. 23, 1937	14,692	2,164	889
	Week previous	9,870	1,775	998
	Same week year ago	10,796	2,156	591
LAMB, carcass	Week ending Jan. 23, 1937	50,410	18,953	16,156
	Week previous	56,347	19,459	14,259
	Same week year ago	29,352	9,172	15,926
MUTTON, carcass	Week ending Jan. 23, 1937	4,299	985	1,374
	Week previous	2,758	516	1,325
	Same week year ago	5,939	2,406	1,037
PORK CUTS, lbs.	Week ending Jan. 23, 1937	2,626,063	565,792	466,357
	Week previous1	,998,333	495,616	389,986
	Same week year ago2	,837,197	547,719	378,878
BEEF CUTS, 1bs.	Week ending Jan. 23, 1937		*****	******
	Week previous	367,968	*****	******

Same week year ago...... 316,294

LOCAL SLAUGHTERS			
Week ending Jan. 23, 1987	10,111	2,283 2,478 1,916	******
Week ending Jan. 23, 1937	13,858	2,376 2,903 2,267	******
Week ending Jan. 23, 1937	42,762	14,711 15,384 13,964	******
Week previous		3,047 4,518	******

### THE COMMODITY APPRAISAL SERVICE A. O. Bauman, Manager LIVESTOCK AND PROVISIONS

Hams . Light Bellies . Loins . Picnics . Dry Salt Meats . Lard C. S. Oil . Cattle . Beef . Sausage Materials . Tallow . Hides

AND BUYING POWER CONDITIONS

Let us challenge your thinking! 221 N. LaSalle St. Chicago, Illinois

Order Buyer of Live Stock

L. H. McMURRAY

Indianapolis, Indiana

Do you buy your Livestock through Recognized Purchasing Agents?



LIVE STOCK BUYER HOGS a Specialty

H. L. SPARKS & CO.

78. Sheep.
68. 20,888
91. 7,056
35. 10,763
35. 15,509
96. 11,558
00. 5,000
29. 70,279
65. 67,057
47. 65,528
99. 70,446 20,889 7,058 10,763 15,509 11,558 5,000

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nion Stock ds:

9,015 7,657 14,284 18,534 date: Loss

TOCK. Lamba 0 \$10.35 0 10.40 5 10.55 0 8.75 0 8.80 0 6.00 5 6.00 \$8.00 18. Sheep.

61,264 56,781 51,846 49,442 49,500 59,303 CES. Av. \$10.20 10.30 10.15 7.85 3.40 3.25 3.85 \$5.70 ending

eral in-2, 1937: .102,687 .139,082 .79,026 .104,751

Prev. week 53,300 26,519 16,743

rkets is: 81,066 258,155 84,850

578,202 565,892

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Guaranteed for 10 Years—The Famous C-D TRIUM



**Everlasting Plate** 

for All Makes of Meat Grinders

If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

Chas. W. Dieckmann



CD Cut-More Knives with changeable blades The OK Knives with changeable blades-Superior OK reversible plates. We can furnish plates with any size holes desired from %-inch up. Special designs made to order.

SPECIALTY MFRS, SALES CO.

2021 Grace St. Chicago, Ill.

# Quality First!

Sausage seasoned with the H. J. Mayer formula has a definite quality-appeal that shouts its own sales story. It's quality that counts and it's Mayer-quality that will boost your sausage straight to the top. The Mayer-method of blending finest natural spices is the thing that does the trick

> There is a specialty seasoning for every sausage and specialty product. Individual flavors can be blended to fit your individual needs. May we

serve you?



H. J. MAYER & SONS CO

CANADIAN PLANT WINDSOR ONTARIO

# F.C.ROGERS, INC

NINTH AND NOBLE STREETS **PHILADELPHIA** 

### BROKER **PACKINGHOUSE** PRODUCTS

HARRY K. LAX, General Manager

Member of New York Produce Exchange and Philadelphia Commercial Exchange

# Brady, McGillivray & Mulloy

CONSULTING ENGINEERS

Steam . . . Power . . . Water . . . Refrigeration . . . Air Conditioning

BRADY, McGILLIVRAY & MULLOY

37 West Van Buren St. Chicago, III.

1270 Broadway New York City, N. Y.

# You Should Use SWFT'S

Meets all state and federal pure food regulations.

. . Because of this high jelly strength, it is economical to use. flavor is not obscured. their very best.

So that the true meat so the meats can look

SWIFT & COMPANY General Offices: CHICAGO

# Up and Down the

# \* MEAT TRAIL

#### Meat Packing 40 Years Ago

(From The National Provisioner, Jan. 30, 1897.)

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Toronto pork packers complained that light-weight hogs offered in Canadian markets were too fat.

Annual meeting of Canadian Packers' Association was held in Toronto, with W. A. Ferguson, Delhi, as president.

North Packing & Provision Co., Boston, Mass., reported hogs slaughtered during 1896, 770,713 head; meat handled, 161,360,000 lbs.; lard manufactured, 42,630,078 lbs.; lard tierces and pork barrels manufactured, 136,211.

Procter & Gamble Co. declared a semiannual dividend of 6 per cent on common stock.

Cumberland Packing Co. was formed at Chicago to operate the Gough packing house. Officers were John Moran, president; Samuel J. Nash, vicepresident; John Herson, secretary.

Alton Packing Co., Alton, Ill., elected Balsar Shiess, president; Wm. Agre, vice-president; J. E. Hayner, secretary; Henry Meyers, general manager.

Rohe & Brother, New York City, celebrated its fortieth anniversary, having been founded in 1857.

St. Louis Dressed Beef and Provision Co. installed a compressor of 200 tons capacity as part of equipment for manufacture of 90 tons of ice daily.

William Nash, president, Springfield, Mass., Provision Co., died suddenly.

merly operated under name Wissmuth Packing Co.

Southern Packing & Produce Co., Memphis, Tenn., elected F. N. Taylor, president; J. B. Saunders, vice-president; H. E. Vernon, secretary and treasurer.

Wilmington Provision Co., Wilmington, Del., received permit to make alterations in its packing plant.

#### Chicago News of Today

M. T. Zarotschenzeff, vice president of Z Processes, Inc., New York, was a visitor at the canners' convention in Chicago this week.

F. C. MacDowall, vice president, Foell Packing Co., Chicago, is now in Tucson, Ariz., recuperating in the Arizona sunshine from a serious illness.

Wilson Clary, in charge of meat purchasing for Home Stores, Columbia, S. C., visited in Chicago this week.

Dr. A. S. True, head of the research department of American Soya Products Corp., Evansville, Ind., was in Chicago this week.

M. C. Phillips, vice president, Griffith Laboratories, returned this week with Mrs. Phillips from a cruise through the West Indies. Thomas E. Wilson, chairman of the board, Wilson & Co., was elected first vice-president of the National Manufacturers' Association at a recent meeting

of the board of directors. Mr. Wilson has been active in this national organization of industrial leaders, and his sound and forwardlooking attitude on industrial questions will contribute much to the success of the association's policies and program in the time ahead. Colby M. Chester, chairman



of General Foods Corporation and president of the manufacturers' association last year, was elected chairman of the board of the association for 1937.

George Armstrong, assistant purchasing agent, Cudahy Packing Co., passed away in Omaha on January 24, after a nine months' illness. Mr. Armstrong resided in Chicago. He had been associated with the company for 34 years and had been assistant purchasing agent for the last 25 years. Burial was at Omaha. He is survived by his widow, a daughter and son.

J. G. Ericsson, of the University College of Commerce, Stockholm, Sweden,

### Meat Packing 25 Years Ago

(From The National Provisioner, Feb. 3, 1912.)

U. S. Department of Agriculture estimated hogs on farms Jan. 1, 1912, at 65,410,000 head; beef cattle, 37,260,-000 head; sheep, 52,362,000 head.

John A. Tobey was appointed inspector, registrar and weigher of provisions for the Chicago Board of Trade.

Interest of Ben Weil in Evansville Packing Co., Evansville, Ind., was sold to Jacob, Lee, Dave and Herman Rosenbaum, all of Mt. Vernon, Ind., Joe and Dan Rosenbaum of Anderson, Ind., R. Mannheimer and Sons and Leon Siegel of Selma, Ala. Price paid was \$99,000.

Following incorporations were reported: Fairport Packing Co., Fairport, Va., with capital stock of \$15,000, by M. B. Swift and others; Michigan Packing Co., Saginaw, Mich., capital stock of \$30,000 by J. F. Donahue of St. Louis, Mo.; Coey Packing Co., Ft. Madison, Iowa, capital stock \$50,000, incorporators Chas. Wissmuth, R. C. Coey and F. C. Schaper. Latter company for-



#### **NUCKOLLS REWARDS 15-YEAR VETERANS**

On December 31 Nuckolls Packing Co., Pueblo, Colo., presented 15 year service buttons to the following employees: Kenneth Penn, John Ursick, Frank Thornburg, Louis Ursick, Fred Claussen, L. Z. Barnett, J. Stazinsky, Frank Lest, Matt Slattery, John Hrobak, Lewis Hawkins, George Pavlin, sr., and Tony Golob, sr., all of Pueblo; A. G. Tallman, Salt Lake City, and William Wallace, Trinidad, Colo. Buttons were presented by president Marion Nuckolls, assisted by general manager H. L. Mac-Williams and general superintendent A. Smith.

The pride of the company in the fine record of each of these employees was expressed in a letter to each. Over 14 per cent of the employees have been with the company for at least 15 years.

Hog, Sheep, Beef Casings Certified Casing Color



Shurstitch Sewed Casings Special Hereford Flour

# INDEPENDENT CASING COMPANY

1335 West Forty-Seventh Street, Chicago, Illinois

LONDON

NEW YORK

CHICAGO

HAMBURG

WELLINGTON

# PROFITS

# Always in Tune!

Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage.

That's why sausage manufacturers on the Stange bandwagon lead the industry in profits!

Ask for samples! LIST OF PRODUCTS

Dry Essence of Natural Spices—Individual or blended Peacock Brand Certified Casing Colors Premier Curing Salt Baysteen Sani Close Meat Branding Inks-Violet and Brown

WM. J. STANGE CO. 2536-40 W. MONROE ST., CHICAGO Western Brunch, 923 E. 3rd St., Los Angeles



# STOCKINETTE

BAGS and TUBING for BEEF—HAM—LAMB SHEEP—PIGS—CUTS—CALVES FRANKS, Etc.

We Have Used Colors to Designate Sizes for Several Years

### E.S.HALSTED & CO.. Inc.

64 PEARL ST., NEW YORKCITY Joseph Wahlman, Dept. Mgr.

Makers of Quality Bags Since 1876



Sheep Bag



# SIMONDS WORDEN WHITE CO. DAYTON, OHIO FACTORIES AT DAYTON - BUFFALO-CLEVELAND-BELOIT

# Make YOUR Container say QUALITY

Attractive, colorful lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful... more attractive for the purchaser. Write for information.



# THE HEEKIN CAN CO.-CINCINNATI OHIO

was a visitor to the offices of THE NA-TIONAL PROVISIONER this week while on a tour of investigation of the packing industry in this country. He has been making a study of the methods of assembling, packing and distributing food products in the United States.

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Kiyoshi Nomura, Yotsubishi Food Company, Ltd., Yokohama, Japan, called at the offices of THE NATIONAL PROVISIONER this week. He is spending considerable time in this country in the interest of the canning activities of his company, and will visit other cities before returning to Japan.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a recent visitor in Chicago.

Gordon C. Corbaley, president, American Institute of Food Distribution, New York City, was in Chicago this week attending sessions of the canners' and food brokers' conventions.

Harry Manaster & Bro. are sending their friends a handy 1937 calendar card on celluloid bearing a replica of one of the famous cathedrals of Europe, also calling attention to their exclusive process dried beef, beef cuts and sausage materials.

#### **New York News Notes**

Colonel W. R. Grove, vice president, Wilson & Co., Chicago, was a visitor to New York last week.

F. M. McCarthy, beef, lamb and veal department, and J. L. Liston, dairy and poultry department, Swift & Company, Chicago, were in New York last week.

After more than 35 years of continuous service, eight of which he served in the capacity of manager of the Williamsburg branch of Swift & Company, William M. Murdock has retired to private life. He will spend the coming three months at Miami, Fla., under a kindly sun. He is succeeded by V. A. Glynn, former manager at Bridgeport, Conn., while E. A. Buswell will take Mr. Glynn's place at Bridgeport.

Meat seized and destroyed by the health department of the city of New York during the week ended January 23, 1937, was as follows: Brooklyn, 38 lbs.; Manhattan, 9,726 lbs.; Bronx, 3,920 lbs.; total 13,684 lbs.

At the annual meeting of the stockholders of the New York Butchers' Calfskin Association held on January 21 at the Commodore hotel, the three directors whose terms expire this year were re-elected for another three years. They are A. Alexander, Lester Kirschbaum and Fred Riester. The directors will meet at an early date to elect officers for the ensuing year.

The Brecht Corporation is now making its headquarters at 120 Broadway, New York, where with increased facilities and more spacious accommodations president C. G. Volkening feels they can better serve meat packers and sausage manufacturers with their com-



SWIFT FAMILY STILL GUIDES SWIFT

Five members of the Swift family—four of the second and one of the third generation—are members of the board of directors of Swift & Company. They are seen here at the recent annual stockholders' meeting (left to right): George H. Swift, Boston, director; G. F. Swift, Chicago, president; Charles H. Swift, Chicago, chairman of the board and president of Compania Swift Internacional; T. Philip Swift, Chicago, director; Harold H. Swift, Chicago, vice-president and director.

plete line of hog, beef and sheep casings, and with the special casings line known as Brechteen. The corporation, which was established in 1853, is one of the outstanding importers of sausage casings and enjoys a high international reputation.

Mrs. Marion Allen, associated with the New York office of the Institute of American Meat Packers, gave a talk before the Brooklyn Eagle Home Guild on January 22, outlining to more than 300 women present the lamb campaign now under way, and discussing food value of the less expensive cuts of lamb.

W. J. Murphy, who has represented the Cooperative Wholesale Society, Ltd., Manchester, England, in the United

States for 41 years, is retiring to private life and was tendered a testimonial dinner in New York on January 19 by a large group of friends in the trade. As buyer of a tremendous volume of meat products over a long period of years he has been widely known in the industry. Formed in

1864, the society established a branch in this country in 1876 to buy products for shipment to its branches in all the larger cities of England and Scotland, as well as for cooperatives on the Continent and in Palestine. Purchases have included meats, lard, oils and fats, wheat, rice, dried fruits and other food products. Meat purchases in the United States have declined, due to supply shortage, but lard shipments have continued at high levels. Mr. Murphy is succeeded by W. L. Weiland, manager at Montreal, with A. M. Duggan as assistant and J. P. Reid as office manager.

#### **Countrywide News Notes**

John S. Sigvertsen has been appointed district canned meat representative for Wilson & Co., working out of Albert Lea, Minn., covering the twin cities and nearby territory.

Fire caused by a gas explosion on January 20 caused damage estimated at \$75,000 to the packing plant of Munns Bros., Inc., Lexington, Ky. The blaze was soon under control and operations will be carried on pending rebuilding and replacement of equipment.

Norman Packing Co., Portsmouth, Va., has been sold to five of its officials. Its new owners and their administrative positions are as follows: T. A. Willett, president and general manager; R. M. Clark, vice president and purchasing agent; L. F. Willett, secretary, R. S. Yates, Suffolk branch manager, and G. E. Myers, director.

W. Frank Murphy, in charge of Cudahy Packing Co. hog buying at all markets for a number of years, passed away on January 23, after an illness of several months. He was 50 years of age and had been associated with the Cudahy company since the early years of the century. He served as hog buyer at Sioux City, Ia., until 1924.

Joseph E. Nadeau, jr., who joined the Morrell organization three years ago, has been made assistant hog buyer at Topeka. Clarence Nelson has been made foreman in the construction department at Ottumwa, and L. V. Reddick foreman of the S.P. shipping department.

Fred J. Kempster has been elected a director and secretary-treasurer of the Hull & Dillon Packing Co., Pittsburg, Kas. Mr. Kempster has been with the company since 1919, and his promotion is a recognition of faithful and efficient service. He succeeds R. P. Nevin, who retired last year after 27 years with the company.

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#### PRODUCE MARKETS

BUTTER.	
Chicago.	New York.
Creamery (92 score)	32% @33 32% @33
score)31¼ @31¾	81% @32%
EGGS.	
Extra firsts	22¼@23¼ @23¼
LIVE POULTRY.	
Fow Is         9         #17 ½           Broilers         12         #222           Chickens         18         #220           Capons         17         #21           Turkeys         13         #18           Ducks         15½-6217½         #17½-6217½           Geese         10         #216	15 @20 13 @19 17 @22 15 @22 12 @15 12 @15
DRESSED POULTRY.	
Chickens, 31-42, fresh 20 @ 20½ Chickens, 48-54, fresh 20 @ 20½ Chickens, 55 & up, fresh 21 @ 22 Fowls, 31-47, fresh 17 @ 10½ 48-50, fresh 20½ @ 22½ Turkeys, fresh 15 @ 22½ Turkeys, fresh 16 @ 22½ Ducks, fresh 11 @ 17 Geese, fresh 10 @ 17	18¼ @19 20¼ @21 21¼ @23 18¼ @21 22 @22¼ 23 @24 

#### **BUTTER AT FIVE MARKETS**

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended January 22, 1987:

Jan. 15.	16.	18.	19.	20.	21.
Chicago33	3314	32%	31%	32	32
N. Y341/9 Boston341/9	341/2	33%	33	9912	33 1/2 99 1/2
Phila35	35	3414	3314	33 %	34
San Fran34	34	34	34	34	34

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

32%-33 32%-88 32%-32% 31% 31%-32 31%-82

Receipts of bu	tter by	cities (ti	iba):	
This week.	Last	Last	—Since	Jan. 1,
	week.	year.	1937.	1936.
Chicago .27,680	32,290	26,631	125,362	138,261
N. Y37,849	36,612	40,144	156,219	192,632
Boston .15,455	16,564	12,030	59,008	64,604
Phila .12,849	12,902	18,127	49,044	68,458
Total93,833	98,368	96,932	389,633	468,955

Cold storage mov In Jan. 21.	Out Jan. 21.	On hand Jan. 22.	Same week day last year.
Chicago	$\begin{array}{c} 118,647 \\ 167,115 \\ 108,064 \\ 22,350 \end{array}$	$\substack{10,508,590\\8,243,305\\841,471\\602,446}$	9,915,091 2,768,184 1,134,551 629,107
Total58,420	416,176	20,195,812	14,446,933

#### **NEWS OF THE RETAILERS**

Jennette Brothers Co. has engaged in meat business at 3315 Doris st., Detroit, Mich.

Nels Holm has sold City Meat Market in Junction City, Ore., to Holger Christensen and Marvin Beck.

Safeway Store of Sedro Woolley, Wash., is adding meat department.

Charles W. Ohlemacher, Carleton, Mich., sold his interest in meat firm of Hause and Ohlemacher to Floyd Hause, business to be known as Harry Hause and Son.

Harry Buy sold his interest in firm of Buy & Weddeman, Danville, Ill., to F. J. Weddeman.

M. H. Wolf has engaged in meat business at 2108 N. W. Glisan ave., Portland, Ore.

Walter H. Raabe, Marie H. Soenke and Walter T. Bruhn have purchased John Korn meat market, 1302 W. Locust st., Davenport, Ia., to be known as Northwest Market.

#### WHOLESALE DRESSED MEAT PRICES

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Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on January 28, 1937:

resh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, 300-500 lbs.1:				
Oh -1	\$16.50@18.00	********		********
9000	13.00@16.50	*******	\$11.50@13.50	********
Medium Common (plain)	10.00@11.00		10.50@11.50	*********
STEERS, 500-600 lbs.:	10 00 010 00		20.00@20.50	
Prime	18.00@19.00		20.00@20.50 18.50@20.00	*********
Good	13.00@16.50	*******	13.50@17.00	********
Medium	11.50@13.00		11.50@13.50 10.50@11.50	********
Common (plain)	10.00@11.50	********	10.50@11.50	********
STEERS, 600-700 lbs.:				
Prime	17.50@18.50		19.50@20.50 $18.50@19.50$	917 000010
Choice	13.50@16.00		13.50@17.00	\$17.00@18.50 15.00@16.50
Medium	11.50@13.50	\$11.50@13.50	11.50@13.50	13.00@15.00
STEERS, 700 lbs. up:				
	17 80@19 50	18.00@19.00	19.00@20.00	
Prime	16.00@17.50	17.00@18.00	17.50@19.00	17.00@18.50
Choice	13.50@16.00	13.50@17.00	13.50@17.00	15.00@16.50
cows:				
Good	11.00@12.00	10.50@11.50	11.50@12.50	12.00@12.50
Medium Common (plain)	9.50@11.00	9.50@10.50	11.50@12.50 $10.00@11.50$	11.00@12.0
Common (plain)	9.00@10.00	9.00@ 9.50	9.00@10.00	10.00@11.0
resh Veal:				
VEAL3:				
1 44444		40.00.045.50	40.00.040.00	
Choice	15.50@17.00	16.00@17.50 15.00@16.00	16.00@18.00 $14.50@16.00$	16.00@17.0 15.00@16.0
Medium	12.50@14.50	13.00@15.00	12.50@14.50	14.00@15.0
Common (plain)	11.00@12.50	11.00@13.00	11.00@12.50	12.00@14.0
CALF <sup>3</sup> 3:				
Good	12 50@14 00		12 00@14 00	
Medium Common (plain)	11.00@12.50		12.00@14.00 $11.00@12.00$	*******
Common (plain)	10.00@11.00	*******	10.00@11.00	*******
Fresh Lamb and Mutton:				
LAMBS, 38 lbs. down:				
	19 80@18 00	15.00@16.00	14.50@15.50	16.00@16.5
Good	12.50@13.50	14.00@15.00 13.00@14.00	14.00@14.50 13.00@14.00	15.00@16.0
Good Medium Common (plain)	11.50@12.50	13.00@14.00 12.00@13.00	13.00@14.00	14.00@15.0
Common (plain)	10.50@11.50	12.00@13.00	12.00@13.00	*******
LAMBS, 39-45 lbs.:				
Choice	13.50@14.50	14.50@15.50	14.00@15.00 13.50@14.00	15.50@16.5
Medium	12.50@13.50	13.50@14.50 12.50@13.50	13.50@14.00 13.00@13.50	14.50@15.5 14.00@14.5
	11100 (5 12100	22100 43 20100	20.000 20.00	24.00432410
LAMBS, 46-55 lbs.:				
Choice	12.50@13.50	14.00@15.00 13.00@14.00	13.50@14.50 12.50@13.50	14.00@15.0 13.00@14.0
	11.000 12.00	10.00011.00	12.50@15.50	13.000211.0
MUTTON, Ewe, 70 lbs. down:				
Good	7.00@ 8.00	7.50@ 8.50	7.00@ 8.00	7.00@ 8.0 6.50@ 7.0 6.00@ 6.5
Good	5.00@ 6.00	7.50@ 8.50 6.50@ 7.50 6.00@ 6.50	7.00@ 8.00 6.00@ 7.00 5.00@ 6.00	6.00@ 7.0
	01000	0100 6 0100	0.00 0.00	0.0048 010
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av	16.00@17.50	17.00@18.00	17.50@18.50	17.00@18.5
10-12 lbs. av	. 15.50@17.00	17.00@18.00	17.00@18.00	17.00@18.5 16.50@18.6
12-15 lbs. av	. 15.50@17.00 . 15.50@16.00	16.00@17.00 15.50@16.50	16.50@17.50	16.50@18.0 16.50@17.5
				20.0002111
SHOULDERS, N. Y. Style, Skinned:	14.00000			
8-12 lbs. av	. 14.00@15.00		15.50@16.50	16.00@17.0
PICNICS:				
6- 8 lbs. av		14.50@15.00		
BUTTS. Boston Style:				
	10.000015.77			
4-8 lbs. av	. 16.00@17.50		18.00@19.00	18.50@19.
SPARE RIBS:				
Half Sheets	13.00@14.00	*******	********	
TRIMMINGS:				
Regular				

#### MEAT TRADE MARK RULING

Patent office requirement that federally-inspected meat packer applicants for trade marks furnish one complete carton, and one or more label specimens bearing the stamp of approval of the U.S. Bureau of Animal Industry, was reaffirmed recently in a ruling by the assistant commissioner of patents. The ruling was made in connection with a trade mark registration application of H. C. Bohack Co., Inc. The commissioner, while admitting that there was no technical justification for the ruling, declared it was a matter of cooperation between the two governmental agencies.

#### SALZMAN CASINGS EXPANDS

reau of

1937:

PHILA

00@16.50 00@16.00 00@15.00

00@ 8.00 50@ 7.00 00@ 6.50

00@18.50 00@18.50 50@18.00 50@17.50

00@17.00

50@ 19.50

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Capacity of the plant of Salzman Casings Corp., Chicago, has been increased by the addition of a new hog casing cleaning department equipped with modern machinery for handling guts by the fresh method. Equipment includes two 40-in. strippers, slime crusher, two finishing machines, automatic temperature controllers for maintaining water at the proper temperatures for processing, and the necessary tanks, etc. Capacity of the department is maintained at 350 sets per hour.

Standard modern procedure is being followed in the new department. After the fresh guts are stripped they are looped on sticks and held for one hour in a tank of water at a temperature of 110 degs. Fahr. This soaking operation places the slime in condition to be ef-

employed. Beef, hog and sheep casings are produced, extreme care being taken in all operations to secure high quality products. Selecting is done by a staff of skilled workers.

#### **EMPLOYEES REWARDED**

Employees of Wilson & Bennett Mfg. Co., steel pail and drum manufacturers, were well-remembered at Christmas time. President S. A. Bennett saw to it that everyone in the Chicago, Jersey City and New Orleans plants was given a fine turkey for Christmas. All employees who have been with the company for two years or more were given substantial bonuses, based on length of service and salary. Executives, office employees, plant foremen and key men

#### DODGE TAKES MENGES-MANGE

Chas. H. Dodge, president, the Globe Company, Chicago, announces acquisition through outright purchase of all

physical assets of Menges - Mange, Inc., St. Louis, which will now be operated as the St. Louis division of The Globe Company, at 1515 North Grand Blvd., St. Louis, Mo. L. J. Menges will remain with the organization in the capacity of general manager of the St. Louis division of the company.



Chas. H. Dodge

Acquisition of Menges-Mange adds to the extensive line of equipment for the meat packing industry manufactured by the Globe Company. Menges-Mange made a complete line of sausage making machinery, dehairing machine and also the M-M side wall brine spray units for chill rooms and coolers. the time being the St. Louis division will continue to manufacture the line of machinery formerly made there in addition to furthering the sale of the original Globe line by personal representation throughout the territory allotted to the St. Louis division. merger brings together under the ex-ecutive direction of one organization two well known manufacturers of packinghouse equipment, and the combined facilities of both plants assures the maximum in prompt and efficient service to users of packinghouse and allied lines of equipment.



#### SELECTING AND MEASURING CASINGS

Scene in selecting room of Salzman Casings Corp., Chicago. All facilities are provided to assure efficient and careful work. More than 100 workers are regularly employed by the company, which did close to a million dollars' worth of business in the first year of operation.

fectively broken down in the slime crushing machine. After the slime is crushed in the crushing machines it is removed in a stripper, and the casings are put through one or another of the finishing machines where any remaining slime is loosened and removed and the casings put in conditioning for measuring and salting.

The Salzman company started operations on September 1, 1935, and had a remarkable growth in its first year, facilities being increased from time to time to handle the expanding business. Plans for further plant enlargements include a new shipping department and improved refrigerating and casing cooler facilities.

The accompanying illustration shows a scene in the selecting room. At the rear of the selecting room are the office and hog bung grading rooms. New hog casing cleaning room is at left. Shipping room and cooler are to the foreground. More than 100 workers are regularly

who have been with the company for six months or longer were presented with \$1,000 life insurance policies, all premiums on which are paid by the company. In addition all office employees, executives, plant foremen and key men were given a one year's subscription to "Reader's Digest" magazine. "We are mighty proud of our organization and the management of this company is glad to be able to express in this manner appreciation of the cooperation and loyalty of our employees," says Mr. Bennett.

Wilson & Bennett operate three modern manufacturing plants at Chicago, Jersey City and New Orleans, and 35 sales offices and warehouses throughout the country where a large number of persons are steadily employed. They manufacture a complete line of steel pails and drums used for shipment and handling of food products, chemicals, paints, lacquers and varnishes and oils and greases.

#### CASINGS SALES CONTEST

A novel sales contest is going on in the S. Oppenheimer & Co. sales organization known as the "Great Soco Sweepstakes Selling Platter," with each salesman mounted on a horse appropriately named. The "master of the course" is Bob Altman, mounted on Big Bologna. Other contestants and their mounts are Jack Shribman, mounted on Red Hot; L. K. Rosenfeld, on Salami; R. M. Bechstein, on Smoked Liver; M. Stix, on Little Weiner; Claude S. Beall, on Deerfoot; A. E. Weil, on Blood Pudding; Sol Morton, on Hot Dog, Paul Roberts, on Cocktail.

The race began in January and will continue until November. Each month there will be prizes for the first three winners, and a special prize for the man passing a competitor. Grand prizes for win, place and show will be awarded in November. "Susie Sausage," famous in the company's advertising, will cheer the contestants on.

Watch Classified page for bargains in equipment.

# BEFORE YOU BUY

Investigate What These Packers Offer

# Hunter Packing Company

East St. Louis, Illinois

Straight and Mixed Cars of Beef and Provisions

NEW YORK OFFICE 410 W. 14th Street

REPRESENTATIVES: Wm. G. Joyce, Boston F.C. Rogers, Inc., Philadelphia



Main Office and Packing Plant Austin, Minnesota

# THE E. KAHN'S SONS CO.

"AMERICAN BEAUTY"

Straight and Mixed Cars of Beef, Veal, Lamb and Provisions

HAMS and BACON

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON
H. L. Woodruff W. C. Ford B. L. Wright P. G. Gray Co.
259 W. 14th St. 38 N. Delaware Av. 1244 5th St. N. E. 148 State St.

# Superior Packing Co.

Price

Quality

Service

Chicago



St. Paul

### DRESSED BEEF BONELESS BEEF and VEAL

Carlots

Barrel Lots

# Rath's

from the Land O'Corn

**BLACK HAWK HAMS AND BACON** 

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA

# C. A. Durr Packing Co., Inc. Utica, N. Y.

Manufacturers of



HAMS BACON

FRANKFURTS

LARD DAISIES SAUSAGES

QUALITY Pork Products That SATISFY

Dold

NIAGARA BRAND

# HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF-PORK-SAUSAGE-PROVISIONS

BUFFALO-OMAHA-WICHITA

# CHICAGO MARKET PRICES

CITTOTICO	*****	TATEL A LILEVEN	(Quotations cover fancy grades.)
WHOLESALE FRESH M	EATS	Fresh Pork and Pork Products	Pork sausage, in 1-lb. cartons         927           Country style sausage, fresh in link         923 k           Country style sausage, fresh in bulk         921 k           Country style sausage, smoked         925 k           Frankfurters, in sheep casings         923 k
Carcass Beef		Pork loins, 8@10 lbs. av. @18 @18 Pienies	Frankfurters, in sheep casings
Week ended	Cor. week.	Picnics         @14         @15           Skinned shoulders         @15         @15½           Tenderloins         @32         @35	Liver sausage in beef rounds
Prime native steers— Jan. 27, 1937. 400-600	1936. 191/2 @ 201/2	Spare ribe @1814 1314@1414	Liver sausage in hog bungs
eeo 900	19 1/2 @ 20 1/2 19 1/2 @ 20 1/2	Back fat	8moked liver sausage in hog bungs
800-1000	19/2 @ 20/2	Back fat	Minced luncheon specialty, choice @19 Tongue sausage
400 000 1836	17 @17¼ 17 @17¼ 16% @17¼	Tails	Blood sausage
000-80018 @18½ 800-100018 @18½	16% @17%		Polish sausage
Medium steers—	13 @131/4	Blade bones         612         6134/2           Pigs' feet         65         65/4           Kidneys, per lb.         69         9           Livers         69         610           Brains         6         8           610         6         6	
800-800	13 @13½ 13¼@14½ 14½@15	Kidneys, per lb @ 9 @ 9 Livers @ 9½ @ 10	DRY SAUSAGE
Holfers good, 400-600 16 @17	14 @141/3 91/2@12	Brains @ 8 @12 Ears @ 6 @ 7½	Cervelat, choice, in hog bungs @40 Thuringer cervelat @21
Blad coarters, choice @26	@25 @16	Ears @ 6 @ 7½ Snouts @ 8 @ 10½ Heads @ 8 @ 8 Chitterlings @ 6½ @ 6	Thuringer cervelat         @21           Farmer         @27           Holsteiner         @25
Fore quarters, choice @15	@10	Chitterlings @ 6% @ 6	Milano salami choice in hog hungs @37
Beef Cuts	unquoted	DRY SALT MEATS	B. C. Salami, new condition
Steer loins, prime @40 Steer loins, No. 1 @39	@35 @29	Clear bellies, 14@16 lbs	
Steer loins, No. 2 @35 Steer short loins, prime @60	unquoted	Clear bellies, 18@20 lbs.     @16¼       Rib bellies, 25@30 lbs.     @16¼       Fat backs, 10@12 lbs.     @11¼       Fat backs, 14@16 lbs.     @11½	Pepperoni
Steer short loins, No. 1 @58 Steer short loins, No. 2 @42	@48	Rib bellies, 25@30 lbs.       @16¼         Fat backs, 10@12 lbs.       @11½         Fat backs, 14@16 lbs.       @11½         Regular plates       @12	Italian style hams
Steer loin ends (hips) @25 Steer loin ends, No. 2 @24	@23 @20	Regular plates	virginia nams
Cow loins	@17	WHOLESTIE SHOVED HEARS	**************************************
Cow loin ends (hips) @15 Steer ribs, prime @28	@15 unquoted	WHOLESALE SMOKED MEATS	SAUSAGE IN OIL
8teer ribs, No. 1	@26 @22	Fancy reg. hams, 14@16 lbs., parchment paper	Bologna style sausage, in beef rounds— Small tins, 2 to crate
Cow ribs, No. 2	@13 @10	Fancy reg. hams, 14@16 lbs., parchment paper Fancy skd. hams, 14@16 lbs., parchment 24% @25% Fancy skd. hams, 14@16 lbs., parchment 26	Small tins, 2 to crate
Steer rounds, prime @18 Steer rounds, No. 1 @16¼	unquoted @131/2	Standard reg. hams, 14@16 lbs., plain24 @25 Picnics, 4@8 lbs., short shank, plain184@194	Smoked link sausage, in hog casings— Small tins, 2 to crate\$6.75
Steer chucks, Drime 021372	@13 unquoted	Picnics, 4@8 lbs., long shank, plain171, @181, Fancy bacon, 6@8 lbs., parchment paper.274, @284,	***************************************
Steer chucks, No. 1 @13 Steer chucks, No. 2 @12	@121/2 @12	Standard bacon, 6@8 lbs., plain25 @26 No. 1 beef ham sets, smoked	SAUSAGE MATERIALS
Cow chucks @1014	@1114	Insides, 8@12 lbs	(F. O. B. CHICAGO.)
Steer plates	@11 1/3 @11	Cooked hams, choice, skin on, fatted @39	Regular nork trimmings @12
Steer navel ends 62 19	@16 @10	Cooked Dichies, skin on, inited 1020%	Special lean pork trimmings. @16 Extra lean pork trimmings. @174 Pork cheek meat
Cow navel ends	@ 9	Cooked picnics, skinned, fatted @27%	Pork cheek meat       10½@11         Pork hearts       7 @ 7½         Pork livers       7 @ 7½
Hind shanks	@ 6 @45	BARRELED PORK AND BEEF	Pork hearts. 7 6 74/2 Pork livers 7 6 74/2 Native boneless bull meat (heavy) 612 Shank meat. 94/6 10
Hind shanks	@35 @24	Mess pork, regular	Shank meat
Sirloin butts, No. 2 @22 Beef tenderloins, No. 1 @75	@17 @65	Family back pork, 24 to 34 pieces @30.00 Family back pork, 35 to 45 pieces @30.00	Beef trimmings       @ 8½         Beef cheeks (trimmed)       @ 8½
Beef tenderloins, No. 1 @75 Beef tenderloins, No. 2 @60 Rump butts @11	@60 @13	Olear back pork, 40 to 50 pieces	Dressed canners, 350 lbs. and up @ 7% Dressed cutter cows, 400 lbs. and up @ 8%
Flank steaks	@22 @121/2	Bean pork	Salaik   Heat   Heat
Hanging tenderloins @16 Insides, green, 6@8 lbs @12	@12 @14%	Plate beef         @18.50           Extra plate beef, 200-lb. bbls         @19.00	
Outsides, green, 5@6 lbs. @11% Knuckles, green, 5@6 lbs. @12%	@14		CURING MATERIALS
Beef Products		VINEGAR PICKLED PRODUCTS	Nitrite of soda (Chgo, w'hse stock):
Brains (per lb.) @ 8 Hearts @ 10	8 @10 91/3 @10	Pork feet. 200-lb. bbl.         \$21.00           Lamb tongue, short cut, 200-lb. bbl.         51.50           Regular tripe, 200-lb. bbl.         18,50           Honeycomb tripe, 200-lb. bbl.         23,50           Pocket honeycomb tripe, 200-lb. bbl.         25,00	In 425-lb. bbls., delivered
Hearts	@18 19 @20	Honeycomb tripe, 200-lb, bbl	Dbl. refined granulated
Ox-tail, per lb	@12 @10	Pocket honeycomb tripe, 200-lb. bbl 26.00	Medium crystals 7.75
	18 @20	LARD	Dbl. refd. gran. nitrate of soda
Livers	10 @11	Prime steam, cash, Bd. Trade\$ @12.95b	lbs. only, f.o.b. Chicago: Granulated \$ 6.80
Veal		Prime steam, loose, Bd. Trade         @12.20n           Refined lard, tierces, f.o.b. Chgo         @ .13%           Kettle rend., tierces, f.o.b. Chgo         @ .14%	Medium crystals   7.75
Choice carcass	15 @17	Lent, Kettle rendered, tlerces.	
Good racks 12 @18	18 @21 16 @17	f.o.b. Chicago	Raw, 96 basis, f.o.b. New Orleans @3.75
Medium racks @ 9	@14		Standard gran., f.o.b. refiners (2%) @5.00 Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% @4.50
Veal Products Brains, each	@11	OLEO OIL AND STEARINE	f.o.b. Reserve, La., less 2%
Gald March 18	@35	Extra oleo oil	Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%
Lamb	@45	Prime oleo stearine, edible114@11%	(Continued on page 51.)
Choice lambs	@17	VEGETABLE OILS	
Choice anddles	@16 @21	A-1	The second second
Choice fores	@19 @14	Valley points, prompt	
Lamb fries par the	@13	Yellow, deodorised	PURE VINEGARS
Lamb tongues, per lb @35 Lamb kidneys, per lb @20	@25 @15 @20	Soya bean oil, f.o.b. mills	I OILE VIIILEGAILS
Mutton	9	Crude cottonseed oil, in tanks, f.o.b.       20 %         Valley points, prompt.       20 %         White deodorised, in bbls, f.o.b. Chgo. 124 %       124 %         Yellow, deodorised       124 %         Soap stock, 50% f.f.a. f.o.b. mills.       2% 6         Soya bean oil, f.o.b. mills.       2% 6         Corn oil, in tanks, f.o.b. mills.       10% %         Cocoanut oil. sellers' tanks, f.o.b. coast.       8% 6         Refined in bbls.       6.0. Chicago.       15 nom.	
Heavy sheep @ 7	@ 6		A. P. CALLAHAN & COMPANY
Light anddles	@ 6 @ 9 @ 9 @11	OLEOMARGARINE	2407 SOUTH LA SALLE STREET
Light fores	@ 6	(F. O. B. CHICAGO.)	CHICAGO, ILL
Mutton loine	@ 6 @ 9 @ 18 @ 8 @ 7	White domestic vegetable margarine White animal fat margarine, in 1 lb.	
Sheep tongues per the	@ 7	Cartons, rolls or prints	
Sheep heads, each @10	@121/3 @11	Nut, 1-lb. cartons	

Paul

Lots

nc.

ARD SIES GES

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risioner

DOMESTIC SAUSAGE (Quotations cover fancy grades.)

# BEFORE YOU BUY

Investigate What These Packers Offer

HONEY BRAND

HAMS

BACON

DRIED BEEF

PRODUCTS DOMINATES HYGRADE FOOD PRODUCTS A.S.U

HYGRADE

Pork

Beef

Veal

Lamb

New York, N. Y.

Sausage Specialties

30 Church St.

by Purchasing

Straight and Mixed Cars of Fresh and Cured PORK PRODUCTS from

UNION STOCK YARDS

THE P. BRENNAN COMPANY

CHICAGO, ILLINOIS



NATURE AND HUMAN SKILL combine to give Superb Quality in these imported canned Hams.

Try a Case Today

380 Second Ave., New York, N.Y.

Hams-Bacon-Sausages-Lard-Scrapple F. G. VOGT & SONS, INC.-PHILADELPHIA, PA.

Wilmington Provision Company TOWER BRAND MEATS

> Slaughterers of Cattle, Hogs, Lambs and Calves
> U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE



Philadelphia Scrapple a Specialty

J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa. New York Branch: 407-409 West 13th Street

Hams Racon

Lard

Delicatessen

BEEF . BACON SAUSAGE . LAMB

VEAL . PORK SHORTENING . HAM

New York, N. Y. 408 West 14th Street The WM.

SCHLUDERBERG -KURDLE CO

Washington, D. C. 908-14 G St., N. W.

The Esskay Co. of North Carolina 203 S. Liberty St., Annex, Winston Salem

3800 E. BALTIMORE ST.

Richmond, Va. Hermitage Rd. & S. A. L. R.

Roanoke, Va. 317 E. Campbell Ave.

#### **Chicago Markets**

(Continued from page 49.)

#### SPICES

(Basis Chicago, original	bbls.,	bags or b	ales.)
,		Whole. Per lb.	Ground Per lb
Alispice, Prime		18	1934
Regifted		181/2	
Chill Pepper, Fancy			231/
Chili Powder, Fancy			22
Cloves, Amboyna			26
Madagascar			
Zanzibar			21
Ginger, Jamaica			194
African			181/
Mace, Fancy Banda			78
East India		63	68
B.J. & W. I. Blend			62
Mustard Flour, Fancy			224
No. 1			15
Nutmeg, Fancy Banda			25
Bast India			203
E. I. & W. I. Blend			19
Paprika, Extra Fancy			26
Fancy			25
Hengarian			241
Pepina Sweet Red Pepper.			264
Pimiexo (220-lb. bbls.)			283
Pepper, Cayenne			23
Red Pepper, No. 1			163
Pepper, Black Aleppy			13
Black Lampong			9
Black Tellicherry			
White Java Muntok			14
White Singapore			184
White Packers			13

#### **SEEDS AND HERBS**

		Ground
	Whole.	Sausage.
Caraway Seed	. 10	12
Celery Seed, French	. 24	28
Cominos Seed	. 11	181/
Coriander Morocco Bleached		
Coriander Morocco Natural No. 1.		8 8 %
Mustard Seed, Cal. Yellow	9	11 10 24
American	8	10
Marjoram, French		24
Oregano		15
Sage, Dalmation Fancy		10%
Dalmation No. 1, Fancy	84	10

#### SAUSAGE CASINGS

(F. O. B. CHICAGO.)

pa m w	• •						@.29 @.38 @.24
m							@.24
W			0 0			0	@.24
w							
							@.88
							(W.05
							@.0814
							@.16
							@.09
							@.30
							42.45
wid	е,	2	4	11	n.		
							@.80
	2@ wid	2@21 wide,	2@2¼ wide, 2	2@2¼ in wide, 2¼	2@2¼ in. wide, 2¼ i	2@2½ in wide, 2½ in.	2@2½ in wide, 2½ in.

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pple , PA.

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WARE

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MAH n, D. C.

., N. W.

Va. sell Äve.

visioner

	Middles, select, wide, 2021/2 in (2) Middles, select, extra wide, 21/2 in.	.41
	and over@	.8
D	ed bladders:	
	12-15 in. wide, flat	.70
	10-12 in. wide, flat	.0
	8-10 in. wide, flat	.54
	6- 8 in. wide, flat	.2
H	casings: Narrow, per 100 yds	.41
	Narrow, special, per 100 yds 2	.8
	Medium, regular 2	.2
	Wide, per 100 yds 1	.4
	Extra wide, per 100 yds 1	1.2
		.2
	Large prime bungs	.1
	Medium prime bungs	.13
	Small prime bungs	.0

# **NEW YORK MARKET PRICES**

#### LIVE CATTLE

Steers.	good.	1100	-130	0-lb.	 	10.25@10.35
						8.50@ 9.85
Cows,	good				 	6.00@ 6.50
	mediun					@ 6.00
	low cu					4.00@ 5.25
Bulls,	mediu	n.			 	6.25@ 6.75

#### LIVE CALVES

Vealers,	good to	cho	ice		 				.\$12.50@14.00
	medium								. 10.50@12.00 . 6.50@ 9.50
. carcent	common				 	 	 ۰	۰	. 0.0045 5100

#### LIVE LAMBS

Lambs,	good to	3	c	h	0	ú	C	e		,	۰		٠	a	٠	. 1	@11.75 1.50@11.60	
	good																1.00@11.25	
	common																@ 8.00	

#### LIVE HOGS

Hoga,	good	to choice,	160-200-lb\$	@10.65
Hogs,	good	80W8		@ 8.50

#### DRESSED BEEF

City Dressed.

native,	ngn	fords.		000				.20	W2179
commo	1 60	tmir.						-11	ST18
387		- 0				D-			
W 6	oter.	n L	a.	304	90	De	œ.		
steers.	600€	0086	1b	8				.19	@20
choice 3	earli	ngs.	44	06	600	0 11	B	.19%	@21
to fai	e cov	V8						.12	@18
							-		-
	steers, choice y choice choice of to fair	wester steers, 6006 choice yearli choice cows to fair cov	native, light common to fair.  Western D steers, 600@800 choice yearlings, choice helfers to fair cows	native, light	native, light	native, light common to fair  Western Dressed steers, 600@800 lbs choice yearlings, 440@600 choice helfers. choice cows to fair cows	native, light common to fair.  Western Dressed Besters, 600@800 lbs choice yearlings, 440@600 lb. choice helfers. choice cows to fair cows	native, light  Western Dressed Beef. steers, 600@800 lbs choice yearlings, 440@600 lbs choice helfers choice cows to fair cows	mative, light. 20 common to fair. 17  Western Dressed Beef. 20 choice yearlings, 440@600 lbs. 19 choice yearlings, 440@600 lbs. 19 choice cows. 14 a to fair cows. 12 lologna bulls. 11

#### BEEF CUTS

												١	N	e	6	te	r	n				- (	it;	7	
No.	1	ribs.									2	4		1	a	2	6				25		@	27	
No.	2	ribs.									2	1		1	ā	2	3				23		a:	24	
No.	8	ribs.									1	9		1	ã	2	0				20		a:	22	
No.	1	loins												1	ā	3	6				32		@	88	
No.	2	loins									2	6		-	$\tilde{a}$	3	0				28		a:	31	
No.	8	loins									2	2		1	ã	2	5				23		0	26	
No.	1	hinds												1	ă	2	4				24		a:		
No.	2	hinds	1 8	nd	r	ibe	i.				1	9		1	ă	2	1				22		a:	23	
No.	1	roun												1	ã	1	7						a	17	
No.	2	roun	ds.											1	$\ddot{a}$	1	6						a	16	
No.	8	roun	ds.											1	ā	1	5						a	15	
No.	1	chuc	ks.											1	ā	1	7						0	17	
No.	2	chuc	ks.											1	ā	1	6						0	16	
		chuc																					a	14	
Bole	g	388 .																			 11	34	a	121	ý
Roll	la.	reg.	66	28	1	bs.		8	V												25		a	25	
Roll	s.	reg.	46	26	1	bs.		8	V					9					۰		.18	}	a	20	
Ten	de	rloins	. 4	0	6	lb	8.		a'	۲										۰	.56		a	60	
Ten	đe	rloins	. 8	a	6	1b	g.		a	V				a							.50	•	a	60	
Sho	ule	ler c	lodi				0 0							0							.12		0	14	
				_		_		-							_										

#### DRESSED VEAL

Good															*		.16%@17% .15%@16% .14 @15%
Medium			۰					۰	0	0			۰		0		.15 1/2 @ 16 1/4
Common	0	,s			۰		۰							0	٠		.14 @15%

#### DRESSED SHEEP AND LAMBS

Lambs,	prime	to	1	•	ı	10	i	c	е										151/	0	16
	good																				
	medium																				
Sheep,	good					۰	٠		۰		۰		۰	۰	۰				. 7	@	9
Sheep.	medium															۰	0		5	602	7

#### DRESSED HOGS

 Middles, per set.
 .18

 Btomachs
 .08

 Hogs, good and choice (90-140 lbs.)..\$15.25@15.75

#### **FRESH PORK CUTS**

Pork loins, fresh, Western, 10@12 lbs	@20
Pork tenderloins, fresh	@34
Pork tenderloins, frosen	,@32
Shoulders, Western, 10@12 lbs. av	@17
Butts, boneless, Western	@23
Butts, regular, Western	@21
Hams, Western, fresh, 10@12 lbs. av	@22
Picnic hams, West. fresh, 6@8 lbs. av	@17
Pork trimmings, extra lean	@19
Pork trimmings, regular 50% lean	@15
Spareribs	@15

#### SMOKED MEATS

Regular	hams,	80	@10	lbs.	81	7.	 				.24	@25
Regular	hams.	100	@12	lbs.	81	r.,				٠	.24	@25
Regular	hams,	120	@14	Ibs.	81	7.					.24	@25
Skinned	hams,	100	@12	lbs.	81	۲.					.26	@27
Skinned	hams.	12	@14	lbs	. 1	W					.26	@27
Skinned	hams.	160	@18	lbs.	81	٧.					. 26	@27
Skinned	hams.	180	<b>@20</b>	lbs.	81	V .					.26	@27
Picnics,												@19
Picnics,	608	lbs.	BY.								.18	@19
City pic	kled b	elli	es. 8	3@12	1	bs	a	٧.			.22	@24
Bacon,												@28
Bacon.												@28
Rollette	a. 8@1	10 1	bs.	av					i		.21	@22
Beef to												@22
Beef to												@24

#### **FANCY MEATS**

Fresh steer	to	n	g	130	DI	١,	1		-	2.		t	ri	lz	n	23	24	86	1	 			poun
Sweethread	8,	Ð	е	2			٠		٠	۰		٠	0		۰	۰	٠					abc	pour
Sweetbread	8,	¥	01	n.l	l															 		70c	pair
Beef kidne	y s																			 		12c	pour
Mutton kid	ner	re	١.																				ach
Livers, bee	f.						۰		۰	۰		۰								 		29c	pour
Oxtails														٠						 			pour
Beef hang	ing		te	21	ıd	le	r	8															Doug
Lamb fries								_			Ì.												pair

#### BUTCHERS' FAT

Shop fat	@4.25 per cwt.
Breast fat	@4.75 per cwt.
Edible suet	@6.50 per cwt.
Inedible suet	@5.25 per cwt.

#### GREEN CALFSKINS

	5-9	914-1214	1214-14	14-18	18 up
Prime No. 1 veals.	. 25	2.35	2.50	2.55	2.95
Prime No. 2 veals.	. 25	2.15	2.30	2.35	2.65
Buttermilk No. 1			2.20	2.25	
Buttermilk No. 2			2.05	2.10	
Branded gruby			1.25	1.30	1.55
Number 3	. 11	1.10	1.25	1.30	1.55

#### BONES AND HOOFS

																1	er to	ø
Round shins, heavy																	. \$75.	0
light											۰	 					. 65.	0
Flat shins, heavy .												 					. 60.	0
light																	. 55.	0
Thighs, blades and		b	ui	tt	0	c	k	8.				 					. 55.	0
White hoofs												 			۰		. 50.	
Black and striped h	30	0	tı	١.								 		۰			. 40.	0

#### COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	
Ash pork barrels, galv. hoops	1.42% @1.45
Oak pork barrels, black hoops	
Oak pork barrels, galv. hoops	1.321/2@1.85
White oak ham tierces	
Red oak lard tierces	1.92% @1.95
White oak lard tierces	2.024 @2.05

Susie Sausage says:-



I always stay moist and tender in my natural casings! That's why The customers fall for me!

S. OPPENHEIMER & Co., INC.

Chicago

610 Root Street - 105 Hudson Street **New York** 

# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

#### Position Wanted

#### Salesman

Salesman all packinghouse products and beef expert, capable of assuming complete charge, desires connection with independent packer south of Mason Dixon line. Showed profit all through depression. W-637, THE ATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

#### Packinghouse Man

Time, stock, storekeeper, buyer, inventory, receiving, shipping clerk, experienced in green and cured hides, akins, pelta, hog and beef coolers, handling casings, smokehouse, sausage dry rooms, warehouse and storage. Can handle help efficiently. Will go anywhere. References. Age 45. W-640. THE NATIONAL PROVISIONER, 407 S. Dearborn

#### Sausage Foreman

Sausage foreman with years of experience in manufacture of all kinds of sausage, meat loaves, cooked hams, smoked meats and other manufactured packinghouse products wants job with some firm who will appreciate knowledge and experience as well as work. W-642, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

#### **Practical Sausage Foreman**

Expert on quality sausage, loaves, summer sausage, kosher line and hams. Immediate results. Also unlimited number of inexpensive items with appeal. Authority on every detail.

Married. Age 40. References. W-639, THE
NATIONAL PROVISIONER, 300 Madison Ave., New York City

#### **Experienced Margarine Maker**

Good steady position wanted. Willing to go abroad. First-class references and recommendations. W-607, THE NA-TIONAL PROVISIONER, 300 Madison Ave., New York City.

#### Refinery Man

Young man experienced in rendering edible animal fats, manufacturing of shortening, lard refining, and packing. I am capable of taking full charge of lard and shortening refinery and showing good results. W-643, THE NAshowing good results. W-643, THE NA-TIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill

#### Position Wanted

#### Sales Manager

with 22 years' packinghouse experience, 17 years with present employer. Successful record as sales manager. Thorough knowledge of pork operations, by-products, sales and costs. Desires change. Age 42. Reliable references. W-632. THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

#### Packinghouse Man

Experienced packinghouse man knows business thoroughly, hog killing, cutting, curing, smoking and sausage manufacture, also beef and small stock. Beef cooler grading or beef sales. Would like to associate with progressive company. Proven record and first-class references. W-633, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

#### Men Wanted

#### Cost Accountant

Eastern meat packer wants man thoroughly experienced in cost accounting, capable of handling all packinghouse costs and tests. State age and experience. W-641, THE NA-TIONAL PROVISIONER, 300 Madison Ave., New York City.

#### Smoked Meat Man

Wanted, smoked meat man, fully experienced, to take charge of smoked meat department in mid-western independent plant. Fine opportunity in growing business. W-636, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Plant for Sale

#### **Must Sacrifice Packing Plant**

For sale or rent, modern brick 3-story fireproof packing plant equipped ready to operate. Formerly occupied by Meyer Packing Co. Located on 2 railroad sidings, B & O and P. R. R. Large pens and pasture. Can be in operation within a few hours. Write or wire Center Coal Co., Indiana, Pa.

#### Equip. Wanted & for Sale

#### Silent Cutter

Wanted, used 200-lb. silent cutter: also meat loaf molds. W-638, THE NA-TIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

#### **Used Equipment**

For sale, direct steam offal rendering tank (closed) 8 ft. 4 in. long, 42 in. dia.; 2-cylinder 3 x 7 Hartford Refr. Co. automatic compressor; one 7 Hartford Refr. Co. automatic compressor; one 10 x 11 x 10 Cincinnati Butchers' cooler (knockeddown); one 4-cylinder, 5-h.p. Lipman compres 1 sausage stuffer; 1 sausage mixer. Walter Wm. Brown, Greeneville, Tenn.

#### **Used Packinghouse Equipment**

For sale, 24-ton Frick ice machine with steam engine, Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

#### Slicers

For sale, 2 Link-Belt slicers, silent chain drive with motor stand suitable for bacon or dried beef. FS-635, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

#### **Used Equipment for Sale**

Used Equipment for Sale

Two 4 ft. x 9 ft. Mechanical Mig. Co. Lard
Rolls; one Allbright-Nell 2½ ft. x 5 ft.
Jacketed Dryer; 3 Bartlett & Snow Jacketed
Digesters or Tankage Dryers; 2 No. 1 Anderson Oil Expellers; one 24 in. x 20 in. Type 'B'
Jeffrey Hammer Mill; one 24 in. x 16 in.
Gruendler hammer mill; 2 Jay-Bee Hammer
Mills, No. 2, No. 3, for Cracklings; Two Mechanical Mig. Co. Double Arm Meat Mixers; 1
Hottmann Twin Screw Cutter and Mixer; 1
Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 Boss No. 166 meat
chopper. Miscellaneous: Cutters, Grinders,
Meltera, Cookers, Rendering Tanks, Hydraulic
Presses; Kettles, Pumps, etc. What have you
for sale? Send us a list.
CONSOLADATED PRODUCTS COMPANY

CONSOLIDATED PRODUCTS COMPANY
14-19 Park Row, New York, N. Y.
Shops and Plant:
331 Doremus Ave., Newark, N. J.

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No key, nothing to unscree. Slip in place and they stay there until you want them.

THE NATIONAL PROVISIONER Dearborn St. Chicago, III.



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Cincinnati, Ohio

# Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

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City Dressed Beef, Lamb and Veal, Poultry

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Calf Skins Horns Cattle Switches

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**NEW YORK CITY** 

Telephone Murray Hill 4-2900



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Co. Lard x 5 ft. Jacketed Ander-ype "B" 16 in.

Hammer o Mechixers; 1 lixer; 1 Enter-66 meat rinders, ydraulic ave you

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# Selected Sausage Casings

Attention

For YOUR Pork Sausage Use **OUR Graded SHEEP CASINGS** 

MAY CASING COMPANY, INC. FORMERLY M. J. SALZMAN CO., INC.

619 West 24th Place, Chicago, Ill.

# John Crampton & Company, Ltd.

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"The Skins You Love to Stuff"

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in Great Britain-

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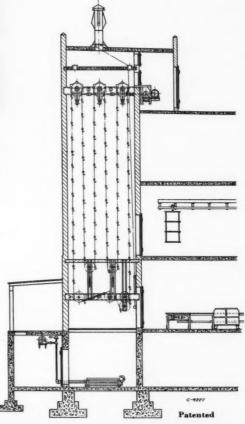
SMOKEHOUSE

MAINTAINS PERFECT CONTROL of Temperature—Humidity—Circulation

The ANCO Patented Revolving Smokehouse Equipment and System assure minimum shrinkage by perfect control of temperature, humidity, density of smoke, and air circulation. The Revolving Smokehouse operates in a vertical plane; therefore, the product is moved through all parts of the house and is consequently uniformly smoked. This unique construction not only conserves space but makes it possible to load and unload the smokehouse at all floor levels. Hams and bacons, etc. are hung on notched cross bars mounted on parallel endless chains, and special cages are mounted on similar chains in sausage smoking installations. Daily operation of ANCO Revolving Smokehouses in numerous plants of all sizes have proven the superiority of the ANCO Revolving Smokehouse Systems.

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